

REG	N=		400	100%
	West .....	1 ( 1/206)	91	23%
	Midwest .....	2	90	23%
	South .....	3	137	34%
	Northeast .....	4	82	21%

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

Hello, my name is \_\_\_\_\_ and I'm conducting a survey of small business owners for Suffolk University and the U.S. Conference of Mayors. We're conducting a seven minute (25 question) study about current business trends and financial planning for the year 2007 and would like to include your views. I can assure you that we are not trying to sell you anything and that your responses will be kept strictly confidential. Thank you.

{QUOTA GENDER, AREA, & PROCEED WITH SCREENS}

N=		400	100%
Continue .....	1 ( 1/572)	400	100%

GENDR  
RECORD GENDER

N=		400	100%
Male .....	1 ( 1/573)	273	68%
Female .....	2	127	32%

S2

S2.	Do you own a business with less than 100 employees?			
	N=		400	100%
	Yes .....	1 ( 1/574)	400	100%
	No .....	2	0	0%
	Don't know/Refused (DO NOT READ) .....	3	0	0%

Q1

Q1.	How many people are employed in your business?			
	N=		400	100%
	Fewer than 25 .....	1 ( 1/577)	347	87%
	25-50 .....	2	46	12%
	More than 50 .....	3	6	2%
	Don't know (DO NOT READ) .....	4	0	0%
	Refused (DO NOT READ) .....	5	1	0%

Q2

Q2.	Where do you think your business will be one year from now?			
	N=		400	100%
	Better .....	1 ( 1/578)	191	48%
	Worse .....	2	20	5%
	The same .....	3	173	43%
	Don't know (DO NOT READ) .....	4	16	4%
	Refused (DO NOT READ) .....	5	0	0%

Q3

Q3.	In the next 12 months, is it more likely that you will add, subtract or keep the same number of employees?			
	N=		400	100%
	Add .....	1 ( 1/579)	113	28%
	Subtract .....	2	20	5%
	Keep the same .....	3	254	64%
	Don't know (DO NOT READ) .....	4	13	3%
	Refused (DO NOT READ) .....	5	0	0%

Q4

Q4.	Has the recent economic turbulence affected your business a lot, a little, or no difference?			
	N=		400	100%
	A lot .....	1 ( 1/580)	63	16%
	A little .....	2	144	36%
	No difference .....	3	186	47%
	Undecided .....	4	7	2%

Q5. How has it affected your business?

N=			207	100%
Positively .....	1	( 1/581)	25	12%
Negatively .....	2		165	80%
Undecided (DO NOT READ) .....	3		16	8%
Refused (DO NOT READ) .....	4		1	0%

Q6. What is the most significant challenge to your businesses' profitability?  
{READ LIST - ONE ANSWER ONLY}

N=			400	100%
High employee wages .....	01	( 1/582)	28	7%
High employee benefits/healthcare costs .....	02		35	9%
Taxes .....	03		83	21%
High raw material costs .....	04		55	14%
Finding and retaining qualified employees .....	05		52	13%
Low sales volume .....	06		71	18%
Insurance - liability, property (not healthcare) .....	07		0	0%
Competition .....	08		0	0%
Increasing business/customers .....	09		0	0%
Other .....	97		24	6%
Don't know (DO NOT READ) .....	98		50	13%
Refused (DO NOT READ) .....	99		2	1%

Q7. Last week, the Dow Jones Average made an all time high. Have you benefited from the stock market rally?

N=			400	100%
Yes .....	1	( 1/584)	95	24%
No .....	2		279	70%
Undecided (DO NOT READ) .....	3		25	6%
Refused (DO NOT READ) .....	4		1	0%

Q8. Oil now costs about \$80 a barrel. How has the recent energy crisis affected your business? The choices are:

N=			400	100%
Major negative impact .....	1	( 1/585)	80	20%
Minor negative impact .....	2		144	36%
No impact .....	3		150	38%
Major positive impact .....	4		5	1%
Minor positive impact .....	5		9	2%
Don't know (DO NOT READ) .....	6		12	3%
Refused (DO NOT READ) .....	7		0	0%

Q9. Since 2004, the Fed. Funds interest rate has increased from one percent to five percent today. How have the increases in interest rates over the past few years affected your business? Again, the choices are:

N=			400	100%
Major negative impact .....	1	( 1/586)	51	13%
Minor negative impact .....	2		107	27%
No impact .....	3		211	53%
Major positive impact .....	4		3	1%
Minor positive impact .....	5		8	2%
Don't know (DO NOT READ) .....	6		20	5%
Refused (DO NOT READ) .....	7		0	0%

Q10. Less than a month ago, the Federal Reserve cut the Fed. Funds rate by a half point. Do you think this recent interest rate cut will have any effect on your business? Yes - or no?

N=			400	100%
Yes .....	1	( 1/587)	104	26%
No .....	2		262	66%
Undecided (DO NOT READ) .....	3		32	8%
Refused (DO NOT READ) .....	4		2	1%

Q11

Q11. How would you rate the job performance of Federal Reserve Chairman Ben Bernanke {Burr-NAN-Key} - Excellent, Good, Fair, or Poor?

N=		400	100%
Excellent .....	1 ( 1/588)	10	3%
Good .....	2	112	28%
Fair .....	3	104	26%
Poor .....	4	23	6%
Undecided (DO NOT READ) .....	5	140	35%
Refused (DO NOT READ) .....	6	11	3%

Q12

Q12. Has the decline in the U.S. Dollar affected your business positively, negatively, or no difference?

N=		400	100%
Positively .....	1 ( 1/589)	17	4%
Negatively .....	2	142	36%
No difference .....	3	231	58%
Undecided (DO NOTREAD) .....	4	7	2%
Refused (DO NOT READ) .....	5	3	1%

Q13

Q13. Have you worked with any federal agencies to receive assistance? ( Agencies may include the Small Business Administration, Dep. of Commerce, FEMA {FEE-Mah}, Dept. of Agriculture, or some other Agency.)

N=		400	100%
Yes .....	1 ( 1/590)	24	6%
No .....	2	363	91%
Don't know/Refused (DO NOT READ) .....	3	13	3%

Q14A

Q14A. Did your experience with the agency ... help your business?

N=		24	100%
Yes .....	1 ( 1/591)	18	75%
No .....	2	5	21%
Don't know/Refused (DO NOT READ) .....	3	1	4%

Q14B

Q14B. Did your experience with the agency ... afford you easy access to that agency?

N=		24	100%
Yes .....	1 ( 1/592)	15	63%
No .....	2	4	17%
Don't know/Refused (DO NOT READ) .....	3	5	21%

Q14C

Q14C. Did your experience with the agency ... resolve in a timely manner?

N=		24	100%
Yes .....	1 ( 1/593)	18	75%
No .....	2	4	17%
Don't know/Refused (DO NOT READ) .....	3	2	8%

Q15

Q15. Why haven't you used federal agencies to help your business grow?

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

N=		376	100%
Don't know which agencies could help my business	01 ( 1/594)	82	22%
Don't have the time/resources to apply .....	02	27	7%
Don't know what they could offer .....	03	61	16%
Don't know if my business would qualify .....	04	43	11%
Too much paperwork .....	05	10	3%
Don't trust federal government with my business info	06	22	6%
No need for any help .....	07	19	5%

	Other .....	97		15	4%
	Don't know (DO NOT READ) .....	98		79	21%
	Refused (DO NOT READ) .....	99		18	5%
PRE16					
The next questions are about national issues...					
	N=			400	100%
	Continue .....	1	( 1/596)	400	100%
Q16					
Q16.	In general, would you say that the national economy is headed in the right direction or the wrong direction?				
	N=			400	100%
	Right direction .....	1	( 1/597)	105	26%
	Wrong direction .....	2		235	59%
	Neither (DO NOT READ) .....	3		45	11%
	Don't know/Refused (DO NOIT READ) .....	4		15	4%
Q17					
Q17.	Regarding the Iraq War, do you approve or disapprove with the President's handling of the war?				
	N=			400	100%
	Approve .....	1	( 1/598)	131	33%
	Disapprove .....	2		234	59%
	Other (DO NOT READ) .....	3		10	3%
	Don't know/Refused (DO NOT READ) .....	4		25	6%
Q18					
Q18.	Should the next President and Congress pass a healthcare reform plan?				
	N=			400	100%
	Yes .....	1	( 1/599)	293	73%
	No .....	2		75	19%
	Undecided (DO NOT READ) .....	3		29	7%
	Refused (DO NOT READ) .....	4		3	1%
Q19					
Q19.	Should the next President and Congress grant amnesty to undocumented workers?				
	N=			400	100%
	Yes .....	1	( 1/600)	71	18%
	No .....	2		287	72%
	Undecided (DO NOT READ) .....	3		42	11%
	Refused (DO NOT READ) .....	4		0	0%
Q20					
Q20.	Should the next President and Congress provide undocumented workers with a path to legal immigration status?				
	N=			400	100%
	Yes .....	1	( 1/601)	174	44%
	No .....	2		189	47%
	Undecided (DO NOT READ) .....	3		36	9%
	Refused (DO NOT READ) .....	4		1	0%
Q21					
Q21.	Do you know of other small businesses that have undocumented or illegal immigrants working full time or part time?				
	N=			400	100%
	Yes .....	1	( 1/602)	54	14%
	No .....	2		328	82%
	Undecided (DO NOT READ) .....	3		17	4%
	Refused (DO NOT READ) .....	4		1	0%

Q21A

Q21A. What percentage of their workforce are undocumented workers?

N=		54	100%
Less than 10%	1 ( 1/603)	14	26%
11%-25%	2	9	17%
26%-50%	3	7	13%
51%-75%	4	6	11%
Over 75%	5	6	11%
Don't know (DO NOT READ)	6	12	22%
Refused (DO NOT READ)	7	0	0%

Q22

Q22. Regarding the environment, some companies have begun to be more environmentally friendly. Have you taken any specific steps recently to make your operation more environmentally friendly?

N=		400	100%
Yes	1 ( 1/604)	216	54%
No	2	172	43%
Undecided (DO NOT READ)	3	11	3%
Refused (DO NOT READ)	4	1	0%

Q23

Q23. If you haven't taken any steps to become more environmentally friendly, would you be more likely to do so if tax credits were offered?

N=		184	100%
Yes	1 ( 1/605)	75	41%
No	2	82	45%
Undecided (DO NOT READ)	3	25	14%
Refused (DO NOT READ)	4	2	1%

Q24

Q24. Should the federal government pass legislation mandating that all small businesses be more environmentally friendly?

N=		400	100%
Yes	1 ( 1/606)	174	44%
No	2	194	49%
Undecided (DO NOT READ)	3	32	8%
Refused (DO NOT READ)	4	0	0%

Q25

Q25. Is the environment a key issue for you in this Presidential election?

N=		400	100%
Yes	1 ( 1/607)	160	40%
No	2	220	55%
Undecided (DO NOT READ)	3	20	5%
Refused (DO NOT READ)	4	0	0%

Q26

Q26. Currently the Democratic Congress is considering a repeal of the Bush Tax cuts. Would you support such a repeal?

N=		400	100%
Yes	1 ( 1/608)	130	33%
No	2	184	46%
Undecided (DO NOT READ)	3	84	21%
Refused (DO NOT READ)	4	2	1%

Q27

Q27. Overall, do you consider yourself a Democrat or Republican?

N=		400	100%
Democrat	1 ( 1/609)	106	27%
Republican	2	125	31%
Independent (DO NOT READ)	3	113	28%
Other (DO NOT READ)	4	11	3%
Don't know (DO NOT READ)	5	19	5%
Refused (DO NOT READ)	6	26	7%

PRE28

Excluding insurance, please rate the Small Business Plans of the following presidential candidates. If you do not know the candidate's plan - or even if they have one - please select "Don't Know"...

{RANDOMIZE Q28 - Q34}

N=		400	100%
Continue	1 ( 1/610)	400	100%

Q28  
 Q28. Hillary Clinton's small business plan to aid the development and advancement of small business.  
 The choices are ...

N=		400	100%
Excellent	1 ( 1/611)	12	3%
Good	2	45	11%
Fair	3	38	10%
Poor	4	30	8%
Don't know (DO NOT READ)	5	263	66%
Refused (DO NOT READ)	6	12	3%

Q29  
 Q29. John Edwards's small business plan to aid the development and advancement of small business.  
 The choices are ...

N=		400	100%
Excellent	1 ( 1/612)	7	2%
Good	2	45	11%
Fair	3	37	9%
Poor	4	23	6%
Don't know (DO NOT READ)	5	276	69%
Refused (DO NOT READ)	6	12	3%

Q30  
 Q30. Barack Obama's small business plan to aid the development and advancement of small business.  
 The choices are ...

N=		400	100%
Excellent	1 ( 1/613)	8	2%
Good	2	40	10%
Fair	3	44	11%
Poor	4	19	5%
Don't know (DO NOT READ)	5	279	70%
Refused (DO NOT READ)	6	10	3%

Q31  
 Q31. Rudy Giuliani's small business plan to aid the development and advancement of small business.  
 The choices are ...

N=		400	100%
Excellent	1 ( 1/614)	8	2%
Good	2	40	10%
Fair	3	52	13%
Poor	4	17	4%
Don't know (DO NOT READ)	5	274	69%
Refused (DO NOT READ)	6	9	2%

Q32  
 Q32. John McCain's small business plan to aid the development and advancement of small business.  
 The choices are ...

N=		400	100%
Excellent	1 ( 1/615)	14	4%
Good	2	32	8%
Fair	3	49	12%
Poor	4	17	4%
Don't know (DO NOT READ)	5	279	70%
Refused (DO NOT READ)	6	9	2%

Q33  
 Q33. Mitt Romney's small business plan to aid the development and advancement of small business.  
 The choices are ...

N=		400	100%
Excellent	1 ( 1/616)	14	4%
Good	2	30	8%
Fair	3	46	12%
Poor	4	16	4%
Don't know (DO NOT READ)	5	284	71%
Refused (DO NOT READ)	6	10	3%

Q34

Q34. Fred Thompson's small business plan to aid the development and advancement of small business.

The choices are ...

N=			400	100%
Excellent .....	1	( 1/617)	5	1%
Good .....	2		40	10%
Fair .....	3		33	8%
Poor .....	4		19	5%
Don't know (DO NOT READ) .....	5		293	73%
Refused (DO NOT READ) .....	6		10	3%

Q35

Q35. Overall, do you believe small business and the economy in general would benefit more from a Democratic or Republican President?

N=			400	100%
Democrat .....	1	( 1/618)	110	28%
Republican .....	2		128	32%
Don't know (DO NOT READ) .....	3		144	36%
Refused (DO NOT READ) .....	4		18	5%

Q36

Q36. Which Presidential candidate's healthcare plan will benefit small business the most?

N=			400	100%
Hillary Clinton .....	01	( 1/619)	55	14%
John Edwards .....	02		10	3%
Barack Obama .....	03		15	4%
Rudy Giuliani .....	04		20	5%
John McCain .....	05		11	3%
Mitt Romney .....	06		9	2%
Fred Thompson .....	07		5	1%
Other .....	97		4	1%
None (DO NOT READ) .....	96		8	2%
Don't know (DO NOT READ) .....	98		253	63%
Refused (DO NOT READ) .....	99		10	3%

Q37

Q37. Which candidate is the biggest advocate for the small business person?

N=			400	100%
Hillary Clinton .....	01	( 1/621)	28	7%
John Edwards .....	02		14	4%
Barack Obama .....	03		16	4%
Rudy Giuliani .....	04		25	6%
John McCain .....	05		18	5%
Mitt Romney .....	06		12	3%
Fred Thompson .....	07		13	3%
Other .....	97		4	1%
None (DO NOT READ) .....	96		6	2%
Don't know (DO NOT READ) .....	98		255	64%
Refused (DO NOT READ) .....	99		9	2%

Q38

Q38. Which Presidential candidate would you vote for if the election were held today? Some Democrats include John Edwards, Hillary Clinton, Bill Richardson, and Barack Obama. Of the Republicans - John McCain, Rudy Giuliani, Mitt Romney, and Fred Thompson .?

N=			400	100%
Hillary Clinton .....	01	( 1/623)	51	13%
John Edwards .....	02		17	4%
Bill Richardson .....	03		2	1%
Barack Obama .....	04		27	7%
Rudy Giuliani .....	05		31	8%
John McCain .....	06		20	5%
Mitt Romney .....	07		21	5%
Fred Thompson .....	08		17	4%
Other .....	97		8	2%
None (DO NOT READ) .....	96		8	2%
Don't know (DO NOT READ) .....	98		170	43%
Refused (DO NOT READ) .....	99		28	7%

OTHER DEMOGRAPHICS

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

N= 400 100%  
 Continue ..... 1 ( 1/625) 400 100%

Q39

Q39. For statistical purposes only, can you please tell me what your ancestry is?

N= 400 100%  
 White/Caucasian ..... 1 ( 1/626) 335 84%  
 Black/African-American ..... 2 21 5%  
 American Indian/Alaska Native ..... 3 5 1%  
 Asian ..... 4 1 0%  
 Native Hawaiian and Other Pacific Islander ..... 5 1 0%  
 Hispanic/Latino ..... 6 12 3%  
 Other ..... 7 8 2%  
 Don't know/Refused (DO NOT READ) ..... 8 17 4%

Q40

Q40. What is your age category?

N= 400 100%  
 18-24 years ..... 1 ( 1/627) 5 1%  
 25-34 years ..... 2 35 9%  
 35-44 years ..... 3 102 26%  
 45-54 years ..... 4 126 32%  
 55-64 years ..... 5 89 22%  
 65+ years ..... 6 35 9%  
 Refused (DO NOT READ) ..... 7 8 2%