

How Can the SBDC Help Your Business Survey

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***Please enter the zip code for your business headquarters:**

Zip Code

***Have you ever been a client of a Texas Small Business Development Center?**

- Yes
- No

***What category best describes your business?**

- Agriculture
- Construction
- Finance/Insurance/Real Estate
- Manufacturing
- Retail
- Service, including professional services
- Transportation
- Wholesale
- Other (please specify)

***For how many years has your business been operating?**

- Less than 1 year
- 1 to 3 years
- 3 to 10 years
- Over 10 years

***Including the business owner(s), how many employees do you have?**

- 1 to 5 employees
- 6 to 10 employees
- 11 to 25 employees
- 26 to 50 employees

- 51 to 75 employees
- 76 to 100 employees
- over 100 employees

***Is your business:**

- Part-time
- Full-time
- In addition to a full-time job

***Please indicate the range of your gross revenues for the last fiscal year:**

- Under \$100K
- \$100K to \$500K
- \$500K to \$750K
- \$750K to \$1 million
- \$1 million to \$10 million
- Over \$10 million

***Are you planning on expanding in the next 3 years?**

- Plan to expand in 2012
- Plan to expand in 2013
- Plan to expand in 2014
- No plans to expand at this time

***In your view, your business opportunities during the next 1 to 3 years will:**

- Improve
- Remain the same
- Get worse
- Don't know
- Other (please specify)

Please rank the top current challenges for your business, with 1 being the most important and 8 the least:

	1 (most important)	2	3	4	5	6	7	8 (least important)
Business Financing and Money Management	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Human Resources	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Information Technology	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Sales/Marketing/Advertising	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Green Practices	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Business Strategy	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Legal and Professional Services	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Innovation and New Technology	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

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For the key business functions listed below, please indicate your interest in obtaining expert advice or information by selecting one of the three choices listed. If you have no interest in a particular topic, simply leave that line blank.

1. Private Appointment
2. Workshop
3. Printed Material

Business Financing and Money Management

	Private Appointment	Workshop	Printed Material
Getting a loan/finding capital	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Bookkeeping and financial statements	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Pricing and cost controls	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Cash flow management	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Tax preparation and reporting	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

Human Resources

	Private Appointment	Workshop	Printed Material
Hiring/Firing	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Benefits	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Developing job descriptions, policies and procedures	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Managing, training and motivating employees	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Succession planning	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

Information Technology

	Private Appointment	Workshop	Printed Material
Choosing the right hardware and software	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Computer software training	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

	Private Appointment	Workshop	Printed Material
Website design and development	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Search engine optimization	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

Sales/Marketing/Advertising

	Private Appointment	Workshop	Printed Material
Market research	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Finding new customers	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Selling to the government	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Entering the global market	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Sales techniques	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Advertising strategies	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

Green Practices

	Private Appointment	Workshop	Printed Material
Energy conservation and efficiency	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Recycling and using	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Buying and using green equipment and products	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Compliance with regulations	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

Business Strategy Development

	Private Appointment	Workshop	Printed Material
Strategic planning	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Writing a business plan	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Improving productivity	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Managing growth	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Risk management	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Buying a business or franchise	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

Legal and Professional Services

	Private Appointment	Workshop	Printed Material
Choosing a legal structure	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Contracts and leases	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Patents, trademarks and copyrights	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

Innovation and new technology

	Private Appointment	Workshop	Printed Material
Product development	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Investor presentations	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Small Business Innovation Research or Small Business Technology Transfer grants	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Commercialization strategy	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

***What are the top three factors that would influence your decision to meet with a Texas Small Business Development Center Network consultant?**

- Business expert
- Free Consulting
- Confidential
- Practical Advice
- Easy to use
- Prompt service
- Friendly
- Proven track record
- Reputation
- Certification or other credentials
- Defined plan of action