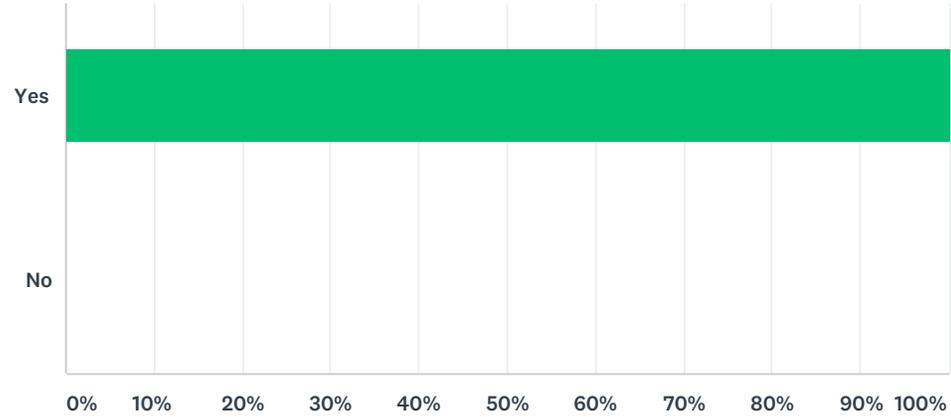


Q1 Are you a racial or ethnic minority?

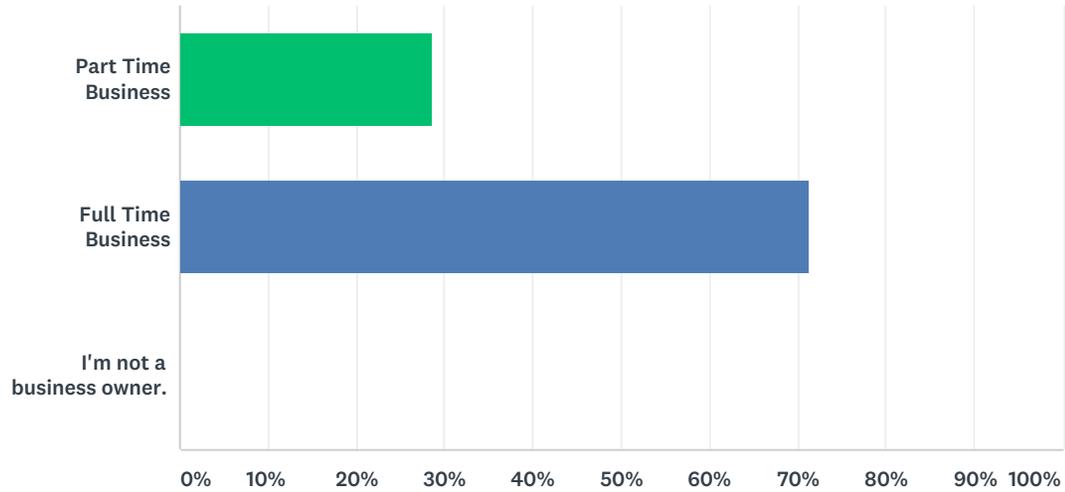
Answered: 189 Skipped: 0



ANSWER CHOICES	RESPONSES	
Yes	100.00%	189
No	0.00%	0
TOTAL		189

Q2 Which best describes your business?

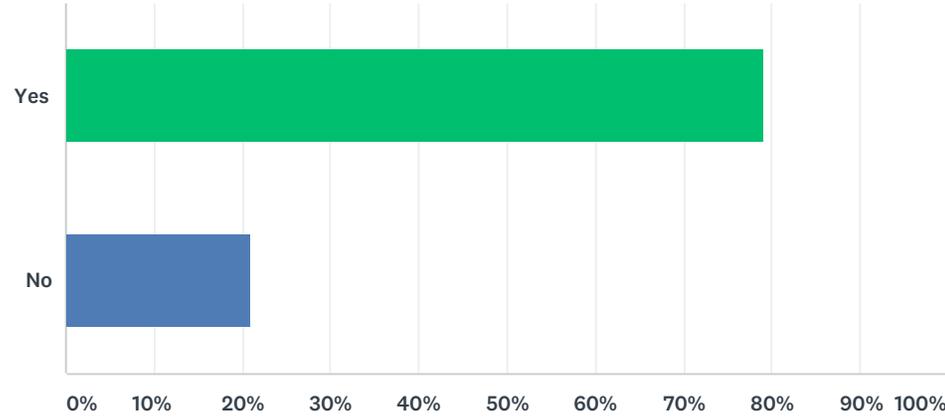
Answered: 189 Skipped: 0



ANSWER CHOICES	RESPONSES	
Part Time Business	28.57%	54
Full Time Business	71.43%	135
I'm not a business owner.	0.00%	0
TOTAL		189

Q3 Does your business conduct business with minority businesses?

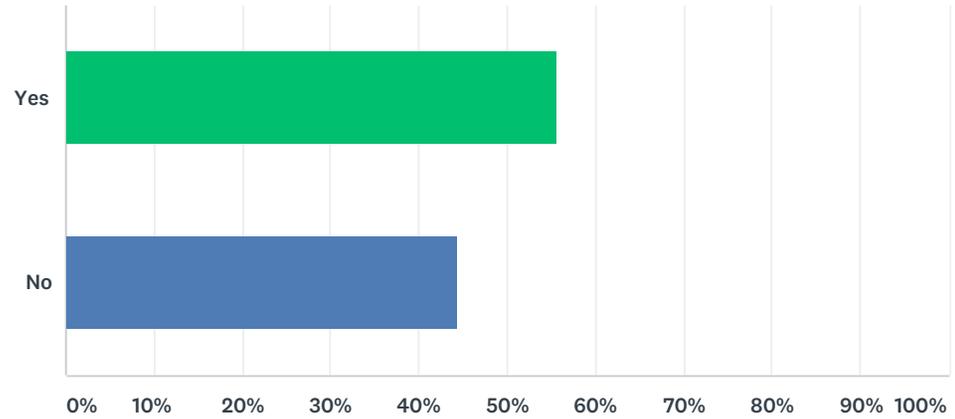
Answered: 187 Skipped: 2



ANSWER CHOICES	RESPONSES	
Yes	79.14%	148
No	20.86%	39
TOTAL		187

Q4 Do you have a current/updated business plan?

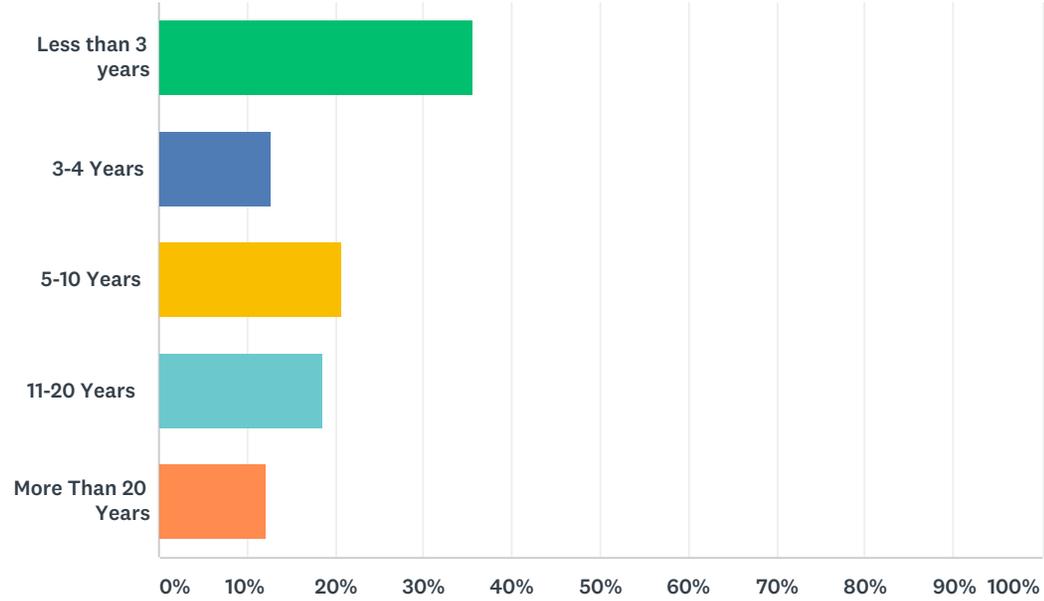
Answered: 187 Skipped: 2



ANSWER CHOICES	RESPONSES	
Yes	55.61%	104
No	44.39%	83
TOTAL		187

Q5 How long have you owned your current business?

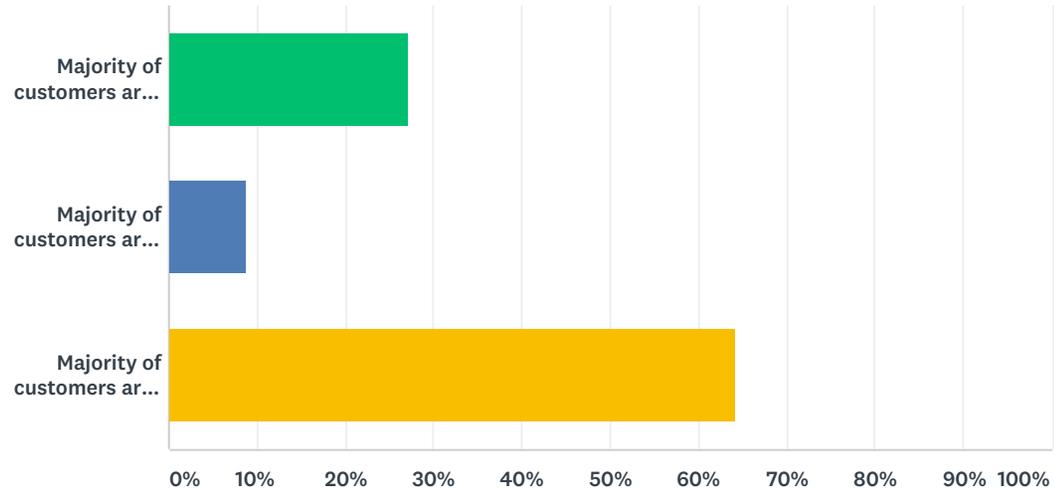
Answered: 188 Skipped: 1



ANSWER CHOICES	RESPONSES	
Less than 3 years	35.64%	67
3-4 Years	12.77%	24
5-10 Years	20.74%	39
11-20 Years	18.62%	35
More Than 20 Years	12.23%	23
TOTAL		188

Q6 Which best describes your primary customer/client?

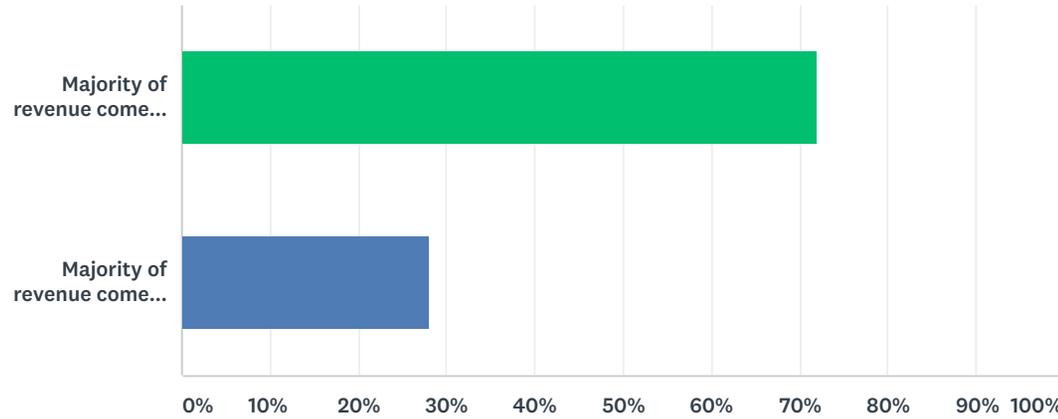
Answered: 184 Skipped: 5



ANSWER CHOICES	RESPONSES	
Majority of customers are businesses	27.17%	50
Majority of customers are government-related entities or nonprofits	8.70%	16
Majority of customers are individual consumers	64.13%	118
TOTAL		184

Q7 Which best describes your primary source of revenue?

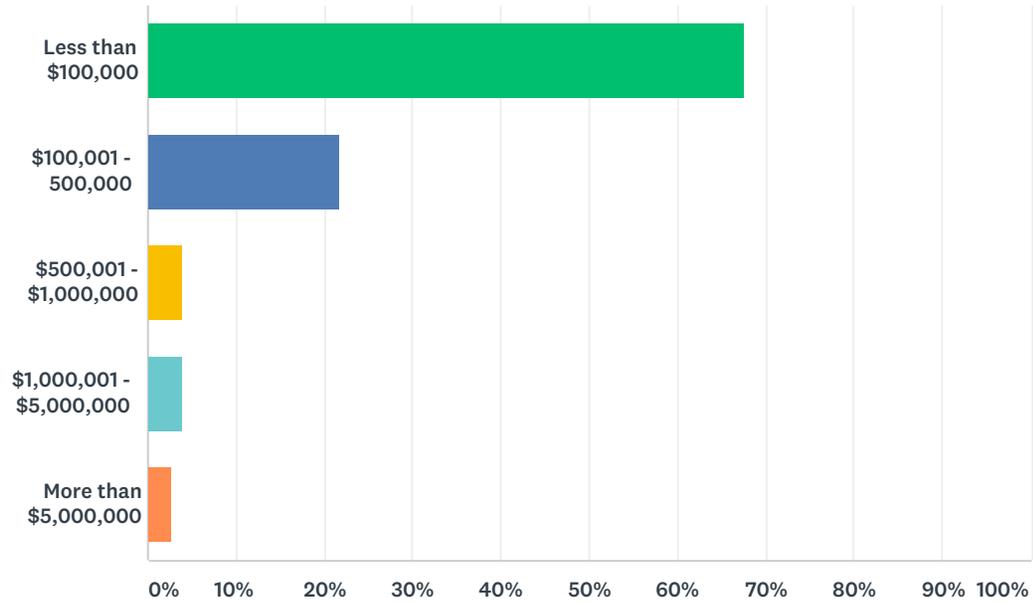
Answered: 178 Skipped: 11



ANSWER CHOICES	RESPONSES	
Majority of revenue comes from selling services	71.91%	128
Majority of revenue comes from selling physical products	28.09%	50
TOTAL		178

Q8 Which best describes your annual revenue?

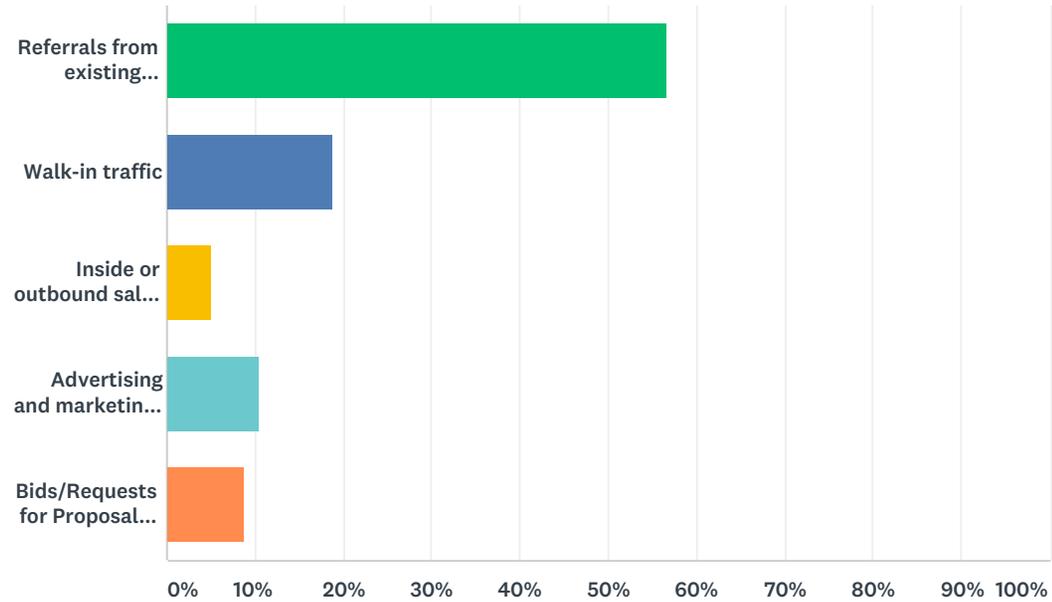
Answered: 179 Skipped: 10



ANSWER CHOICES	RESPONSES	
Less than \$100,000	67.60%	121
\$100,001 - 500,000	21.79%	39
\$500,001 - \$1,000,000	3.91%	7
\$1,000,001 - \$5,000,000	3.91%	7
More than \$5,000,000	2.79%	5
TOTAL		179

Q9 Which best describes your primary source of business revenue?

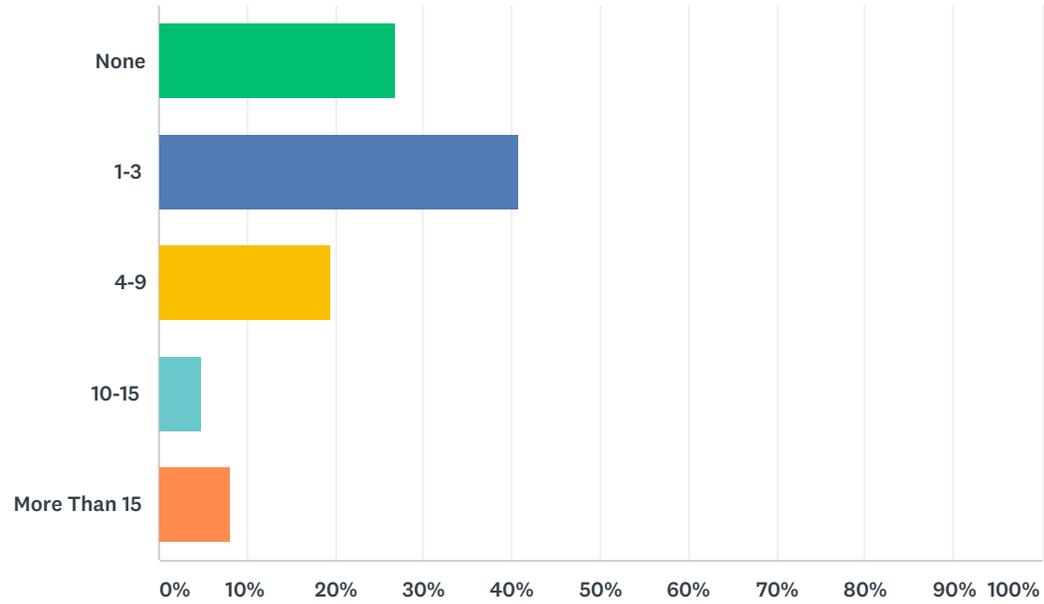
Answered: 180 Skipped: 9



ANSWER CHOICES	RESPONSES	
Referrals from existing clients/customers	56.67%	102
Walk-in traffic	18.89%	34
Inside or outbound sales team	5.00%	9
Advertising and marketing campaigns	10.56%	19
Bids/Requests for Proposals or Qualifications	8.89%	16
TOTAL		180

Q10 How many total employees or contract workers do you employ other than yourself?

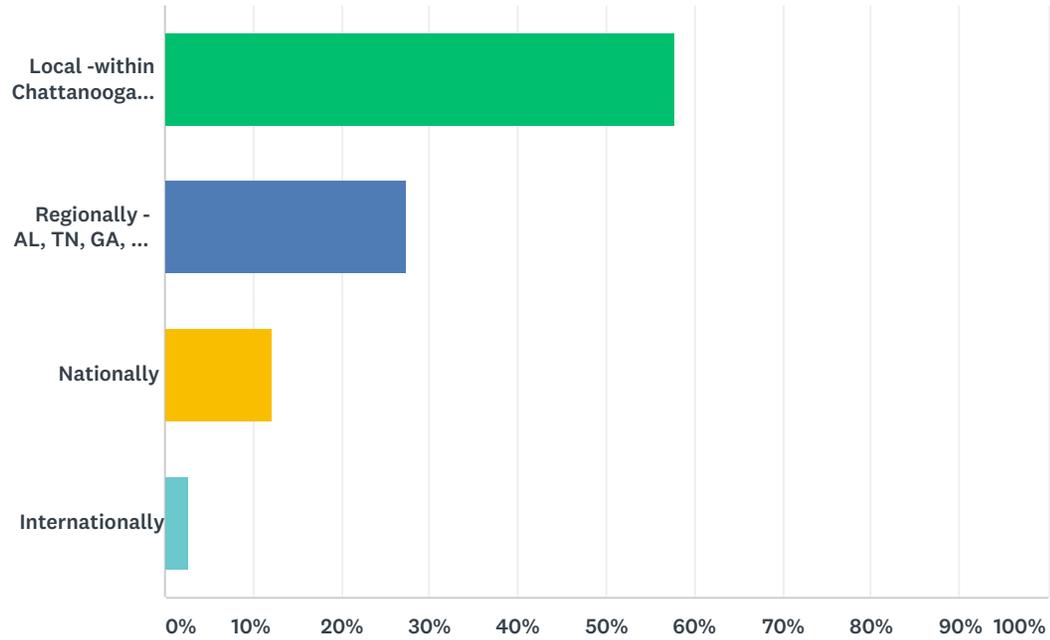
Answered: 186 Skipped: 3



ANSWER CHOICES	RESPONSES
None	26.88% 50
1-3	40.86% 76
4-9	19.35% 36
10-15	4.84% 9
More Than 15	8.06% 15
TOTAL	186

Q11 Where are your business' primary customers or clients located?

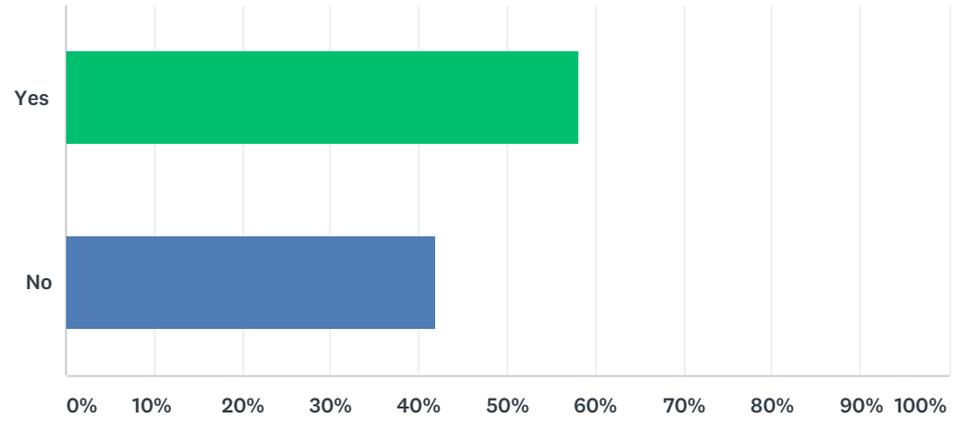
Answered: 182 Skipped: 7



ANSWER CHOICES	RESPONSES	
Local -within Chattanooga City limits	57.69%	105
Regionally - AL, TN, GA, NC, SC	27.47%	50
Nationally	12.09%	22
Internationally	2.75%	5
TOTAL		182

Q12 Do you have a website for your business?

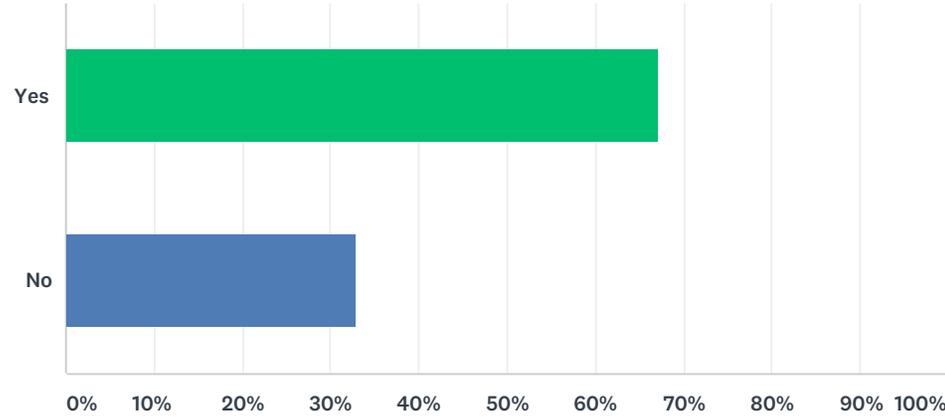
Answered: 172 Skipped: 17



ANSWER CHOICES	RESPONSES	
Yes	58.14%	100
No	41.86%	72
TOTAL		172

Q13 Does your business have a social media presence - Facebook, Instagram, Twitter, etc.

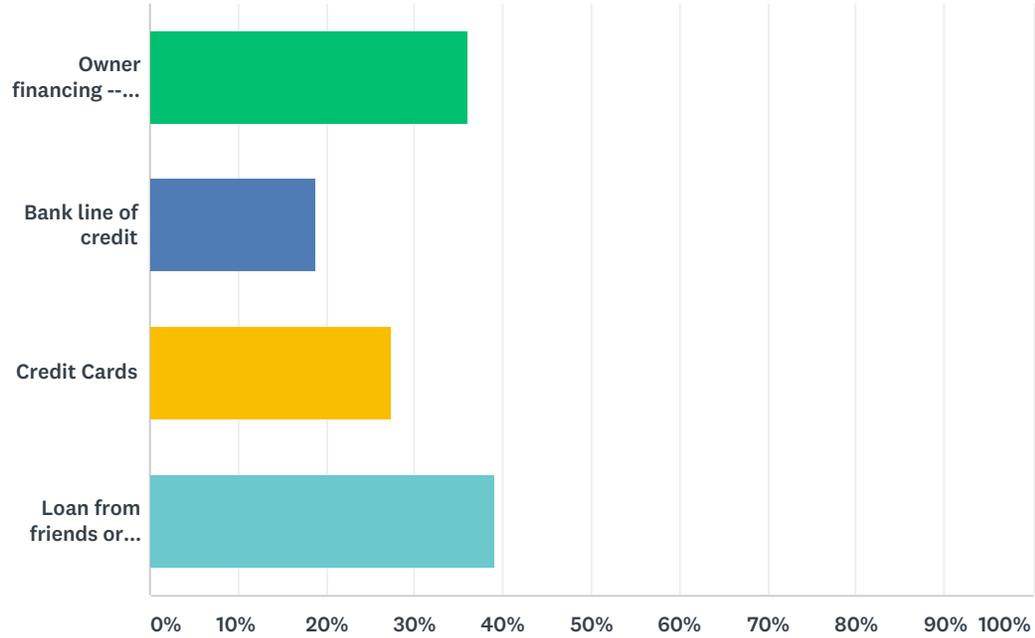
Answered: 186 Skipped: 3



ANSWER CHOICES	RESPONSES	
Yes	67.20%	125
No	32.80%	61
TOTAL		186

Q14 Did you use any of the following to start your business? Select all that apply.

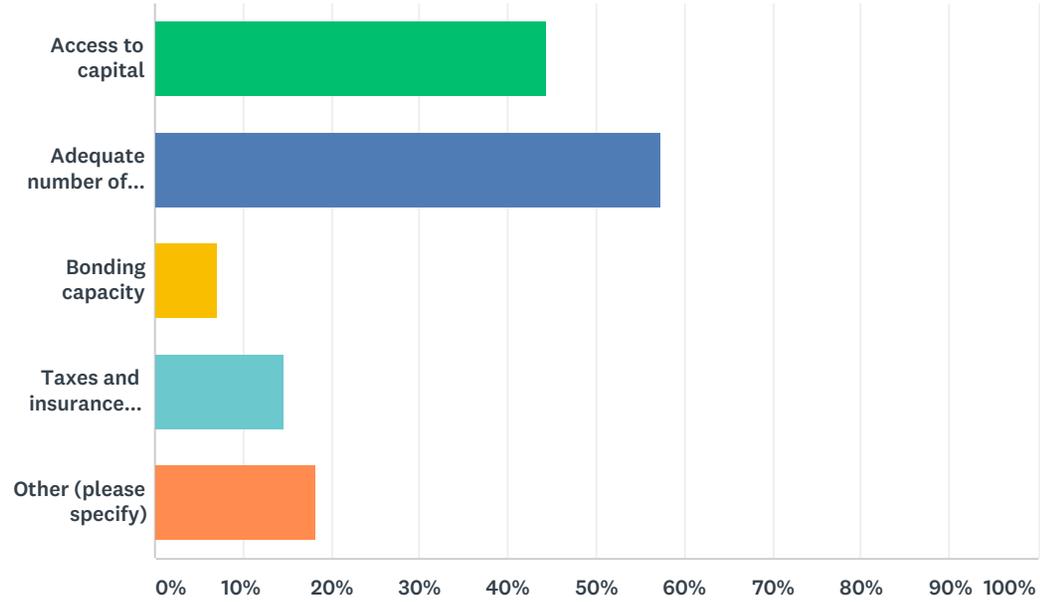
Answered: 128 Skipped: 61



ANSWER CHOICES	RESPONSES	
Owner financing -- if you purchased an existing business	35.94%	46
Bank line of credit	18.75%	24
Credit Cards	27.34%	35
Loan from friends or family	39.06%	50
Total Respondents: 128		

Q15 Which obstacles do you have facing your business?

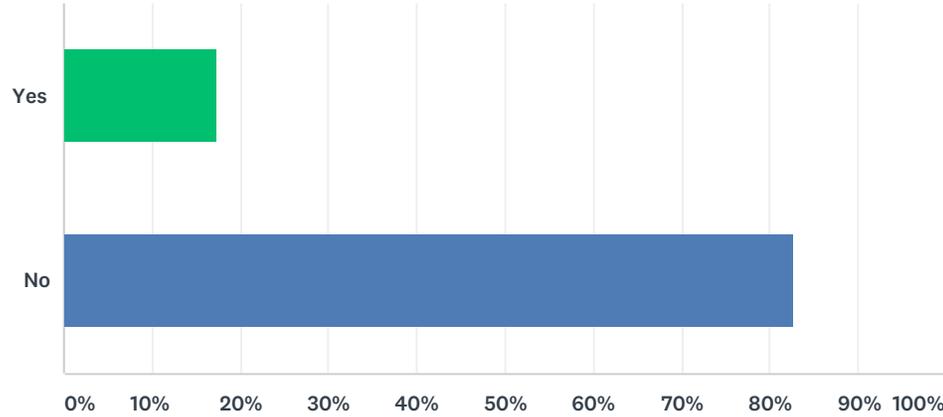
Answered: 171 Skipped: 18



ANSWER CHOICES	RESPONSES	
Access to capital	44.44%	76
Adequate number of customers/clients	57.31%	98
Bonding capacity	7.02%	12
Taxes and insurance preparation	14.62%	25
Other (please specify)	18.13%	31
Total Respondents: 171		

Q16 Do you have a third party DBE certification? GODBE, MSDC, WBENC, TDOT, etc.

Answered: 156 Skipped: 33



ANSWER CHOICES	RESPONSES	
Yes	17.31%	27
No	82.69%	129
TOTAL		156

Q17 What is your e-mail address?

Answered: 189 Skipped: 0

Q18 What is your business zip code?

Answered: 189 Skipped: 0