

The Vermilion County Workforce Investment Board Business Incubator Survey

The Vermilion County Workforce Investment Board (VCWIB) is investigating the need of a Business Incubator in Vermilion County. An Incubator helps start up and existing businesses to be more successful.

An Incubator is a building that houses small and start up businesses for a low cost that graduate over time and share shared services, i.e., conference rooms, photocopiers, fax machines, and access to the internet, etc. Additional business assistance is sometimes given through workshops if the need is determined.

On a National average those businesses that *use an incubator* setting to begin *have 2/3 the success rate* compared to *2/3 of the businesses that fail with out an incubator* setting.

To help the VCWIB decide if an incubator could help small and start up firms in this area we are asking that you take a few moments to complete this survey.

1. Are you in business now? Yes No
If Yes, is your business a: Start Up Business Existing Business
2. How many years have you been in business? _____ Years
3. Including yourself, how many employees does your business currently employ?
 1-2 3-4 5-6 7-10 11-25 Over 25
4. What best describes your business?
 Service Retail Technology Development
 Value Added Manufacturing (specify) _____
 Other (specify) _____
5. What are your products or services?

6. Do you consider your business?:
 Full Time Part-Time Hobby
 Supplemental Income Other _____
7. In what facilities are you currently conducting your business?

8. Are the facilities adequate for your current needs? Yes No
9. Do you anticipate they will continue to meet your business needs 3 – 5 years out? Yes No

10. What type of customers are you currently targeting or do you plan to reach?

11. Do you have a current business plan? Yes No

12. If you have an idea for a business but have not yet invested a significant amount of time and money, what assistance is needed to determine the feasibility of your idea, help you get the business started, or provide you with the skills so that you have confidence moving forward?

13. Would you attend any of the following seminars or classes if offered at no or a nominal fee? (Check as many as apply.)

- | | | |
|--|--|---|
| <input type="checkbox"/> Prepare a business plan | <input type="checkbox"/> Start a business legally | <input type="checkbox"/> Obtaining and using credit |
| <input type="checkbox"/> Marketing assistance | <input type="checkbox"/> Developing markets for new products | <input type="checkbox"/> Self-employment opportunities |
| <input type="checkbox"/> Introduction to business accounting: taxes, payroll, capital expenses, etc. | <input type="checkbox"/> Farm accounting basics: cash flow, credit, and business expansion | <input type="checkbox"/> Grant writing for USDA and other government issued opportunities |
| <input type="checkbox"/> Other _____ | | |

14. Sometimes businesses benefit from efficiencies when sharing capital costs of equipment and / or clerical services with other growing businesses. Would your business be interested in the following shared services? Please check all that apply.

- | | | |
|--------------------------------------|--|--|
| <input type="checkbox"/> Secretarial | <input type="checkbox"/> Reception | <input type="checkbox"/> Copy Machine |
| <input type="checkbox"/> Fax Machine | <input type="checkbox"/> Phone Answering Service | <input type="checkbox"/> Internet Access |
| <input type="checkbox"/> Other _____ | | |

15. Have you sought any services in our area? If so, please check all that apply.

- | | |
|---|---|
| <input type="checkbox"/> Community College | <input type="checkbox"/> Small Business Development |
| <input type="checkbox"/> Economic Development | <input type="checkbox"/> Illinois Employment Training Service |
| <input type="checkbox"/> Chamber of Commerce | <input type="checkbox"/> Workforce Investment Board |
| <input type="checkbox"/> Attorney | <input type="checkbox"/> Accountant |
| <input type="checkbox"/> Consultant | <input type="checkbox"/> Banker |
| <input type="checkbox"/> Website Designer | <input type="checkbox"/> Other _____ |

Was the service helpful?

16. In what areas of your business would you like more help?

- | | | |
|--|--|--|
| <input type="checkbox"/> Business Planning | <input type="checkbox"/> Finding Financing | <input type="checkbox"/> Marketing |
| <input type="checkbox"/> Finding Qualified Employees | <input type="checkbox"/> Product Development | <input type="checkbox"/> Manufacturing Process |
| <input type="checkbox"/> Market Analysis | <input type="checkbox"/> Financial Analysis | <input type="checkbox"/> Taxes |
| <input type="checkbox"/> Incorporation | <input type="checkbox"/> Other Legal | <input type="checkbox"/> Managing People |

17. Remembering what an incubator is for both new and existing small business, is an incubator something that your business would be interested in? Yes No

18. Which of the following best reflect your level of interest in an incubator?

- I would consider renting space in the incubator if it opens in this area
- I would use resources and business assistance services, but may not rent space
- I might use resources and business assistance services, but may not rent space
- I might locate in the incubator as an anchor tenant (defined as a firm not needing services)
- My company would probably not be interested in locating in or using the services

19. If you would be interested in locating your business in the incubator, please mark all of the following best describes the types of space you would need.

- | | | |
|---|---|--|
| <input type="checkbox"/> Office Space | <input type="checkbox"/> Production /Assembly Space | <input type="checkbox"/> Manufacturing Space |
| <input type="checkbox"/> Retail | <input type="checkbox"/> Service Space | <input type="checkbox"/> Loading Dock |
| <input type="checkbox"/> Storage Outdoor | <input type="checkbox"/> Storage Indoor | <input type="checkbox"/> Arts/Crafts Studio |
| <input type="checkbox"/> Light Laboratory Space | <input type="checkbox"/> Other _____ | |

20. If a business incubator opens in the area where do you think it should be located? Please mark all acceptable locations.

- North Vermilion County (specify community)_____
- South Vermilion County (specify community)_____
- North Danville
- South Danville
- East Danville
- West Danville
- No Preference
- Other _____

Respondent Information:

Business Name: _____
Name and Title: _____
Address: _____
City, State and Zip: _____
Telephone and Fax: _____

Would you be interested in attending a meeting to discuss future plans for the proposed Business Incubator? Yes No

Do you know of anyone in the community or area that is interested in starting a new business, that an incubator may be the opportunity they are looking for?

Name: _____ Telephone Contact: _____
Address: _____ City, ST, Zip: _____

Thank you for your time and interest. Please return your completed questionnaire by July 21, 2006 to:

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We welcome any additional comments you may have.