

GALLATIN AREA BUSINESS INCUBATOR INTEREST SURVEY

A small business incubator is being considered for the Gallatin area. An incubator is a program that helps small businesses (including start-ups and existing firms) be more successful. It often includes a building that houses 10-20 small and start-up businesses that share things like photocopiers, computers, and conference rooms. An incubator also gives small and start-up businesses ready access to business assistance, through on-site workshops and one-on-one help. Sometimes that assistance is also available to companies that are not tenants of the incubator.

An incubator forms the basis for a community of small business owners who support and assist each other in the start-up and growth of their businesses. Research has shown that businesses that participate in an incubator have a much higher success rate than those that operate independently. For more information about incubators visit: www.nbia.org.

To help us decide if an incubator could help small and start up firms in this area, we would like to ask you to please take a few moments to complete this survey, and then return it to: Shirley Smith, Gallatin Economic Development Agency, PO Box 773, Gallatin, TN 37066. You also can email it to shirley.smith@gallatin-tn.gov, or you can complete the survey on line at <http://www.surveymethods.com/EndUser.aspx?E8CCA0BDEBA2BEBE>.

Your response by May 26, 2009 would be greatly appreciated!

Name: _____ Company: _____
Address: _____
Phone: _____ E-mail: _____

1. Are you already in business? Yes, I have an existing firm No, I'm starting up
2. In one sentence, please describe what your business does: My company provides _____ for customers who need _____.
3. How would you rate the Gallatin area as a place to start and run a small business?
 Excellent Very Good Good Fair Poor
4. Which of the following business assistance organizations have you sought help from, and how helpful were they?

Organization	Very Helpful	Helpful	Not Very Helpful	Not Used
Gallatin Economic Development Agency	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Small Business Development Center (SBDC)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Volunteer State Community College	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Sumner County Convention & Visitors Bureau	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Gallatin Chamber of Commerce	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
TN Economic & Community Development Dept	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Tennessee Valley Authority (TVA)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Tennessee Manufacturing Extension Program	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
SCORE	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other (specify) _____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

5. Which of the following have you sought help from, and how helpful were they?

Professional	Very Helpful	Helpful	Not Very Helpful	Not Used
Attorney	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Accountant	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Consultant	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Banker	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Website designer	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other (specify)_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

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

- | | | |
|--|--|--|
| <input type="checkbox"/> Marketing | <input type="checkbox"/> Market analysis | <input type="checkbox"/> Managing people |
| <input type="checkbox"/> Incorporation | <input type="checkbox"/> Other Legal | <input type="checkbox"/> Financial analysis |
| <input type="checkbox"/> Finding financing | <input type="checkbox"/> Business planning | <input type="checkbox"/> Product development |
| <input type="checkbox"/> Taxes | <input type="checkbox"/> Business registration | <input type="checkbox"/> Finding qualified employees |
| <input type="checkbox"/> Manufacturing process | <input type="checkbox"/> Other (specify)_____ | |

7. In general, do you think a business incubator (as defined in the introduction to this survey) is a good idea in the Gallatin area?

- Yes No

8. Remembering that an incubator is for start-up and existing small businesses, is an incubator something that your business might use? Yes No

9. Which of the following best reflect your level of interest in an incubator (mark all that apply):

- I would consider renting space in the incubator if it opens in this area
- I likely would use common resources and business assistance services at an incubator, but probably would not rent space there
- I might use common resources and business assistance services at an incubator, but probably would not rent space there
- My company would probably not be interested in locating in or using the services at an incubator in the area
- I might locate in the incubator as an anchor tenant (defined as a firm not needing the business services provided in an incubator)
- I would not utilize an incubator but would support it and believe the area would benefit from and support a business incubator.
- Other (please specify)_____

10. If you would be interested in using the incubator, which of the following would be important for you (please mark all that apply)?

- | | | |
|---|---|--|
| <input type="checkbox"/> Office space | <input type="checkbox"/> Arts/crafts studio | <input type="checkbox"/> High speed Internet access |
| <input type="checkbox"/> Production/assembly space | <input type="checkbox"/> Light lab space | <input type="checkbox"/> Retail space |
| <input type="checkbox"/> Videoconferencing facility | <input type="checkbox"/> Service space | <input type="checkbox"/> Storage-indoor |
| <input type="checkbox"/> Storage-outdoor | <input type="checkbox"/> Loading dock | <input type="checkbox"/> Food production facility/shared kitchen |
| <input type="checkbox"/> Other (please specify) _____ | | |

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

- | | | |
|---|---|--|
| <input type="checkbox"/> Downtown Gallatin | <input type="checkbox"/> Gallatin Industrial Center | <input type="checkbox"/> Sumner County Regional Airport area |
| <input type="checkbox"/> Volunteer State campus | <input type="checkbox"/> Hwy 109/S. Water Ave | <input type="checkbox"/> Hwy 386/Long Hollow Pike |
| <input type="checkbox"/> No preference | <input type="checkbox"/> Other (please specify) _____ | |

Thank you for your help! If you have any questions about this survey or the proposed business incubator, contact Shirley at 451-5940 or shirley.smith@gallatin-tn.gov. **Please send us your response by May 26, 2009 to ensure inclusion of your opinion in our analysis.**

(To use this document as a self-mailer, simply tear off and discard the back sheet, fold the document in half and staple or tape with our return address on the outside.) Return it to: Shirley Smith, Gallatin Economic Development Agency, PO Box 773, Gallatin, TN 37066.

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