

From Kerr, Sari Pekkala, and William R. Kerr. "Immigrant Networking and Collaboration: Survey Evidence from CIC." In *The Roles of Immigrants and Foreign Students in U.S. Science, Innovation, and Entrepreneurship*, edited by Ina Ganguli, Shulamit Kahn, and Megan MacGarvie, published by University of Chicago Press, 2019. <https://www.nber.org/books/gang-1>

Appendix A: Survey Instruments

Entrepreneurship/CIC survey

Q1.1 Harvard and Wellesley College are conducting a survey at CIC to better understand patterns of innovation in startups. The data will build on entrepreneurship research and will help define the factors that accelerate and support innovative businesses, with a focus on how innovators build and utilize networks. The results of this survey will also help CIC to build upon the quality of its facilities and offerings. This survey will take <10 minutes, with an additional 5 minutes if you are the owner, founder, or CEO of a business. All respondents receive a \$5 Amazon gift card or participate in a drawing of a \$2,000 gift card. Please answer as many questions as possible. All responses are treated in strict confidence by CIC, Harvard, and Wellesley College. If you have any questions or comments about this project or the survey, please contact Bill Kerr (617-596-7763, wkerr@hbs.edu). Note: By responding to this survey you personally consent to having your responses used in the research study. These responses represent your personal views and opinions, not those of your employer. You also understand that this survey will not be asking you to reveal any confidential business information. Your answers will be seen only by the researchers at Harvard and Wellesley and will be aggregated and anonymized in any publications.

Q1.3 Please characterize your position in the company you are most involved with at CIC.

This question requires an answer in order to start the survey

- Employee (1)
- Founder and/or CEO (2)
- Owner (3)
- Other (e.g. board member, advisor) (4)

Q1.4 Is this position full-time or part-time?

- Full-time (1)
- Part-time (2)

PART A: CEO / OWNER / OTHER QUESTIONS

Display following section:

If "Please characterize your position in the company you are most involved with at CIC" "Founder and/or CEO", "Owner", or "Other (e.g. board member, advisor)" is selected

Q2.1 Experience with CIC

Q2.2 How long have you cumulatively been a client at CIC?

- < 6 months (1)
- 6-18 months (2)
- 18-36 months (3)
- 3-5 years (4)
- 5+ years (5)

Q2.3 How long do you plan to stay at CIC?

- < 6 months (1)
- 6-18 months (2)
- 18-36 months (3)
- 3-5 years (4)
- 5+ years (5)

Display the following questions for clients in MA (Cambridge and Boston)

Q2.4 Which building are you currently located in?

- 50 Milk Street (1)
- 1 Broadway (2)
- 101 Main Street (3)

Display This Question:

If "Which building are you currently located in?" "50 Milk Street" Is Selected in Q2.4

Q2.5 Which floor are you located on?

- Floor 5 (1)
- Floor 11 (2)
- Floor 12 (3)
- Floor 14 (4)
- Floor 15 (5)
- Floor 16 (6)
- Floor 17 (7)
- Floor 18 (8)

If "Which building (and floor) are you currently located in?" "1 Broadway" Is Selected in Q2.4

Q2.6 Which floor are you located on?

- Floor 3 (1)
- Floor 4 (2)
- Floor 5 (3)
- Floor 7 (4)
- Floor 9 (5)
- Floor 11 (6)
- Floor 14 (7)

If "Which building are you currently located in?" "101 Main Street" Is Selected in Q2.4

Q2.7 Which floor are you located on?

- Floor 1 (1)
- Floor 14 (2)
- Floor 15 (3)

Display the following question for clients in St. Louis

Q2.4 Which building are you currently located in?

- CET - Doris (1)
- CET - Lab (2)
- CIC@4240 (3)

Display the following questions for all clients

Q2.8 How do you rate CIC overall? (1= very poor; 5= very good)

- 1 (very poor) (1)
- 2 (2)
- 3 (3)
- 4 (4)
- 5 (very good) (5)

Q2.9 Impact of CIC

Q2.10 If you have prior or multiple current ventures at CIC, please consider the most recent venture in your responses.

Q2.11 Why did you locate your company at CIC. Please rate the following:
(1= not at all important; 5= very important)

	1 not at all important (1)	2 (2)	3 (3)	4 (4)	5 very important (5)
Networking opportunities (Q2.11_1)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Location (Q2.11_2)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Physical space and resources (Q2.11_3)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Office support (Q2.11_4)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Affordability (Q2.11_5)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Flexibility of rental agreements (Q2.11_6)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Ability to move office space within CIC (Q2.11_7)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

Q2.12 How does being located within CIC help your business?
(1= not at all; 5= very much)

	1 not at all (1)	2 (2)	3 (3)	4 (4)	5 very much (5)
Lower financial costs of starting a business (Q2.12_1)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Lower non-financial costs of starting a business (e.g. save time, access to talent) (Q2.12_2)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Raise sales/revenue prospects of the business (Q2.12_3)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Achieve stronger products (Q2.12_4)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Achieve more innovative/creative products (Q2.12_5)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Better understand the business environment (Q2.12_6)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Better network among other businesses (Q2.12_7)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Recruit talented employees (Q2.12_8)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Make for an exciting place to work (Q2.12_9)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
As a whole (Q2.12_10)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

Display This Question:

If "How does being located at CIC help your business? (1=not at all; 5 = very much)"

"Better network among other businesses" Is Greater Than or Equal to 3

Q2.13 Where/How do you network at CIC?

Please mark all that apply:

- Informally: Conversations or introductions at Venture Café (1)
- Informally: Conversations or introductions in a CIC kitchen (2)
- Other public spaces at CIC (3)
- Other informal channels (4)
- Purposefully seek out meetings with firms located inside CIC (ask via email, phone, LinkedIn,...) (5)
- Purposefully seek out meetings with firms located nearby / outside CIC (ask via email, phone, LinkedIn,...) (6)
- Other CIC-based firms purposefully ask to meet with me (7)
- Other (8)

Q2.14 Outside of the employees of your company, how many persons at CIC do you know well enough to believe that they could be of benefit to your business over the next 6 months?

- None (1)
- 1-4 persons (2)
- 5-10 persons (3)
- 11-20 persons (4)
- More than 20 persons (5)

Q2.15 Outside of the employees of your company, roughly how many people at CIC do you know well enough to believe you would remember his or her name in six months if they left today?

- None (1)
- 1-4 persons (2)
- 5-10 persons (3)
- 11-20 persons (4)
- More than 20 persons (5)

Display This Question:

If answer to Q2.15 is Greater than None:

Q2.16 These contacts were mostly developed...

- after coming to CIC (1)
- known in advance prior to coming to CIC (2)

Q2.17 How purposeful are you in building your business network?

- Not at all (1)
- Somewhat (2)
- Average (3)
- Purposeful (4)
- Very purposeful (5)

Q2.18 CIC Activities and Networking

Q2.19 How important are the following CIC activities and features to you? (1= not at all important; 5= extremely important)

	1 not at all important (1)	2 (2)	3 (3)	4 (4)	5 extremely important (5)
Venture Café (Q2.19_1)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Communal kitchen (Q2.19_2)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Other public spaces (Q2.19_3)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Lectures and events held at CIC (Q2.19_4)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
CIC Community building gatherings (Q2.19_5)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

Q2.20 How often do you provide advice on the following topics to people outside of your company at CIC?

	Never (1)	Infrequent (2)	Monthly (3)	Weekly (4)
Business operations (Q2.20_1)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Venture funding (Q2.20_2)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Technology (Q2.20_3)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Suppliers (Q2.20_4)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
People to recruit (Q2.20_5)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Customers (Q2.20_6)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

Q2.21 How often do you receive advice on the following topics from people outside of your company at CIC?

	Never (1)	Infrequent (2)	Monthly (3)	Weekly (4)
Business operations (Q2.21_1)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Venture funding (Q2.21_2)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Technology (Q2.21_3)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Suppliers (Q2.21_4)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
People to recruit (Q2.21_5)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Customers (Q2.21_6)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

Q2.22 To what extent do you agree with the following statements? (1= strongly disagree; 5= strongly agree)

	1 strongly disagree (1)	2 (2)	3 (3)	4 (4)	5 strongly agree (5)
CIC is important because of access to companies within CIC (Q2.16_1)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
What makes CIC important is access to companies in the vicinity of CIC (Q2.16_2)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
CIC is important because of access to companies in the Greater Boston area (Q2.16_3)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
The value that CIC provides is worth more than the cost to tenants (Q2.16_4)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Compared to other co-working facilities, CIC offers better opportunities for valuable connections (Q2.16_5)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

Q2.23 CIC Location

Display the following questions for clients in MA (Cambridge and Boston)

Display This Question:

If "Which building are you currently located in?" "50 Milk Street" Is Not Selected

Q2.24 Please mark all of the following factors if they were an important consideration for your decision to locate the company at CIC:

Mark all that apply

- Commute to Kendall Square (1)
- Ability to live close to where I work (2)
- Access to MIT faculty (e.g. collaboration) (3)
- Access to MIT students (e.g. availability of interns, employees) (4)
- Access to Kendall Square services (e.g. restaurants) (5)
- Closeness to other innovative companies around Kendall Square (6)
- Just wanted to be in Cambridge; Kendal Square was not of particular importance (7)
- Other (8)

Display This Question:

If "Which building are you currently located in?" "50 Milk Street" Is Selected

Q2.25 Please mark all of the following factors if they were an important consideration for your decision to locate the company at CIC:

Mark all that apply

- Access to local universities (1)
- Commute to downtown (2)
- Proximity to Government Center and State House (3)
- Proximity to the Seaport Innovation District (4)
- Access to businesses downtown (5)
- Ability to live close to where I work (6)
- Access to downtown Boston services (e.g. restaurants) (7)
- Closeness to other innovative companies around downtown Boston (8)
- Just wanted to be in Boston; Milk Street was not of particular importance (9)
- Other (10)

Q2.26 Would you consider a future CIC facility in Allston near Harvard Business School and the new engineering school a viable alternative to current locations?

(1= strongly disagree, 5= strongly agree)

- 1 (strongly disagree) (1)
- 2 (2)
- 3 (3)
- 4 (4)
- 5 (strongly agree) (5)

Display the following questions for clients in St. Louis

Q2.21 Please mark all of the following factors if they were an important consideration for your decision to locate the company at CIC/CET: Mark all that apply

- Commute to Cortex (1)
- Ability to live close to where I work (2)
- Access to Washington University faculty (e.g. collaboration) (3)
- Access to St. Louis University faculty (e.g. collaboration) (4)
- Access to other universities' faculty (e.g. collaboration) (5)
- Access to Washington University students (e.g. availability of interns, employees) (6)
- Access to St. Louis University students (e.g. availability of interns, employees) (7)
- Access to other universities' students (e.g. availability of interns, employees) (8)
- Access to CET programming (9)
- Access to entrepreneurial support services (e.g. marketing, accounting, banking, etc.) (10)
- Access to talent within CIC/CET (11)
- Closeness to other innovative companies around Cortex (12)
- Just wanted to be in St Louis; Cortex was not of particular importance (13)
- Other (14)

Q2.22 Would you utilize a CIC facility in 39 North District (Danforth Plant Science Center Corridor)?

(1= strongly disagree, 5= strongly agree)

- 1 (strongly disagree) (1)
- 2 (2)
- 3 (3)
- 4 (4)
- 5 (strongly agree) (5)

Display the following questions for all clients

Q2.27 Respondent Characteristics

Q2.28 What is your age?

- Under 25 (1)
- 25-34 (2)
- 35-44 (3)
- 45-54 (4)
- over 55 (5)
- Prefer not to say (6)

Q2.29 What is your gender?

- Male (1)
- Female (2)
- Non-binary / genderqueer (3)
- Prefer to self-describe: (4) _____
- Prefer not to say (5)

Q2.30 Were you born in the United States?

- Yes (1)
- No (2)
- Prefer not to say (3)

Q2.31 What is your race / ethnicity? Mark all that apply

- American Indian or Alaska Native (1)
- Asian (2)
- Black or African American (3)
- Hispanic/Latino/Spanish origin (4)
- Native Hawaiian or Pacific Islander (5)
- White (6)
- Other (7)
- Prefer to self-describe: (8) _____
- Prefer not to say (9)

Q2.32 Highest level of education

- No college education (1)
- Some college education (2)
- BA or equivalent degree (3)
- MA or equivalent degree (4)
- Doctorate or equivalent degree (5)

Q2.33 Field of highest degree:

- STEM field (1)
- Business or Economics (2)
- Other field (3)

Q2.34 Prior industry experience: Have you previously worked in the same industry as the current firm?

- Yes (1)
- No (2)

Q2.35 Prior start-up experience: Have you previously worked in a startup?

- Yes (1)
- No (2)

Q2.36 Prior start-up experience: Have you previously founded a business?

- Yes (1)
- No (2)

Q2.37 How many firms have you founded? (previous or concurrent startups)

- 1 (1)
- 2 (2)
- 3 (3)
- 4 (4)
- 5 (5)
- 6 (6)
- 7 (7)
- 8 (8)
- 9 (9)
- 10 (10)
- >10 (11)

Q2.38 Owner, Founder, or CEO Expectations

Q2.39 Facts about the current business: Number of employees

- 1 (1)
- 2 (2)
- 3 (3)
- 4 (4)
- 5 (5)
- 6-10 (6)
- 11-20 (7)
- 21-50 (8)
- More than 50 (9)

Q2.40 Your expectations regarding the future of this new firm. What would you expect the total sales, revenues, or fees to be in 5 years' time (from now)?

- Smaller than now (1)
- Same as now (2)
- Larger than now (3)
- More than 5 times larger than now (4)

Q2.41 In 5 years' time, how do you expect the company's employment to change in FTE?

- Smaller than now (1)
- Same as now (2)
- Larger than now (3)
- More than 5 times larger than now (4)

Q2.42 Financing

Q2.43 What was the source(s) of capital used to start or acquire this business? Mark all that apply.

- Savings / assets of owner(s) (1)
- Home equity loan (2)
- Credit card of owner(s) (3)
- Business loan (4)
- Outside investor / VC (5)
- Grants (6)
- Other sources of capital (7)
- Don't know (8)

Q2.44 During the last 12 months, were any of the following sources of capital used to finance expansion or capital improvement(s) for this business? Mark all that apply.

- Savings / assets of owner(s) (1)
- Home equity loan (2)
- Credit card of owner(s) (3)
- Business loan (4)
- Outside investor / VC (5)
- Business profits and/or assets (6)
- Grants (7)
- Other source(s) of capital (8)
- Don't know (9)
- Wanted to expand/make capital improvement(s), but could not obtain funding (10)
- Did not expand or make capital improvement(s) (11)

Q2.45 In total, how much external capital has been raised?

- Less than \$250k (1)
- \$250k - \$900k (2)
- \$900k - \$3m (3)
- \$3m - \$9m (4)
- More than \$9m (5)

Q2.46 Innovation

Q2.47 Have you ever been an inventor on a patent?

- Yes (1)
- No (2)

Q2.48 Has your company worked on (or is currently working on) a new innovation?

- Yes (1)
- No (2)

Display This Question:

If "Has your company worked on (or is currently working on) a new innovation?" "Yes" Is Selected

Q2.49 Does your company patent these innovations?

- No (1)
- Yes, it already has some patents (2)
- Yes, it intends to patent in future (none yet) (3)

Q2.50 Did individuals working at other CIC companies provide important insights to your company?

- Yes (1)
- No (2)

Display This Question:

If "Did individuals working at other CIC companies provide important insights to your company?" "Yes" Is Selected

Q2.51 Were these insights typically about the marketplace, the technology, or something else?

(Please mark all that apply)

- Marketplace (1)
- Technology or innovation (including the product, process) (2)
- Strategy and business operations (3)
- Something else (4) _____

Display This Question:

If "Did individuals working at other CIC companies provide important insights to your company?"

"Yes" Is Selected

Q2.52 How central were these insights to your business model?

(1= not at all; 5= essential)

- 1 (not at all) (1)
- 2 (2)
- 3 (3)
- 4 (4)
- 5 (essential) (5)

Display This Question:

If "Did individuals working at other CIC companies provide important insights to your company?"

"Yes" Is Selected

Q2.53 What share of these insights came through unplanned interactions (vs. intentional meetings)?

- 1 (mostly unplanned) (1)
- 2 (2)
- 3 (even mix) (3)
- 4 (4)
- 5 (mostly planned) (5)

Display This Question:

If "Did individuals working at other CIC companies provide important insights to your company?"

"Yes" Is Selected

Q2.54 Would this expertise have been available within your company?

- Rarely or never (1)
- Sometimes (2)
- Frequently (3)

Q2.55 The next and final section uses personality assessment tools. It takes 3 minutes to complete.

Q2.56 Personality

Q2.57 How much do you typically enjoy taking risks?

(1= not at all happy to take risks; 10= very happy to take risks)

- 1 (not at all happy to take risks) (1)
- 2 (2)
- 3 (3)
- 4 (4)
- 5 (5)
- 6 (6)
- 7 (7)
- 8 (8)
- 9 (9)
- 10 (very happy to take risks) (10)

Q2.58 Some activities involve a "financial" risk, such as starting a business, investing, or gambling and betting — that is, there is a risk of losing money or other assets. In general, what is your propensity for accepting financial risks?

(1= very low; 10= very high)

- 1 (very low) (1)
- 2 (2)
- 3 (3)
- 4 (4)
- 5 (5)
- 6 (6)
- 7 (7)
- 8 (8)
- 9 (9)
- 10 (very high) (10)

Q2.59 How do the following statements agree with you? (1= strongly disagree; 5= strongly agree)

	1 strongly disagree (1)	2 (2)	3 (3)	4 (4)	5 strongly agree (5)
I am talkative (Q2.59_1)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
I am very thorough in my actions (Q2.59_2)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
I am original, come up with new ideas (Q2.59_3)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
I am reserved (Q2.59_4)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
I am relaxed, handle stress well (Q2.59_5)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
I have a forgiving nature (Q2.59_6)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
I get nervous easily and worry (Q2.59_7)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
I have an active imagination (Q2.59_8)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
I am often lazy (Q2.59_9)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
I value artistic, aesthetic experiences (Q2.59_10)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
I am kind and considerate to others (Q2.59_11)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
I do things efficiently (Q2.59_12)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
I am social and outgoing (Q2.59_13)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
If I work hard, I can successfully start a business (Q2.59_14)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Overall, my skills and abilities will help me start a business (Q2.59_15)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
My past experience will be very valuable in starting a business (Q2.59_16)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
I am confident I can put in the effort needed to start a business (Q2.59_17)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
I believe that I am primarily responsible for my own successes and failures (Q2.59_18)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
I feel a great deal of pride when I complete a project successfully (Q2.59_19)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
I have a strong desire to achieve positive results even when it requires a great deal of additional effort (Q2.59_20)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
I surprise people with my novel ideas (Q2.59_21)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
People ask me for help in creative activities (Q2.59_22)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
I obtain more satisfaction from mastering a skill than coming up with a new idea (Q2.59_23)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
I prefer work that requires original thinking (Q2.59_24)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
I like a job which demands skill and practice rather than inventiveness (Q2.59_25)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
I am not a very creative person (Q2.59_26)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

Q2.60 Please think of 5 people not directly connected with your company with whom you have had important conversations related to your business in the last 6 months. These may be family members, friends, former colleagues, instructors or other persons with whom you discussed aspects of your business (e.g. strategy, business development, market conditions, financing) but NOT employees, investors, or clients that have direct stake in the company.

Where are these external colleagues located?

	Same floor at CIC (1)	Another floor at CIC (2)	Boston area (3)	US (4)	Overseas (5)
Person 1 (Q2.60_1)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Person 2 (Q2.60_2)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Person 3 (Q2.60_3)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Person 4 (Q2.60_4)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Person 5 (Q2.60_5)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

Q2.61 Think of the 5 most important persons you met at CIC specifically. How important were they for your business?

- Not at all important (1)
- Slightly important (2)
- Moderately important (3)
- Very important (4)
- Extremely important (5)

Q2.62 Please select all types of events you would be interested to attend if held in listed locations.

	Another CIC site (1)	District Hall (2)	Roxbury Innovation Center (3)
Venture Café / entrepreneurial gathering (Q2.62_1)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Expert forum / lecture (Q2.62_2)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Investor event / pitch contest (Q2.62_3)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Q2.63 Is there anything else about CIC, its impact on you / your company that you would like to report?

Q2.64 Please let us know if you would like to receive a report with overall findings of this survey.

- Yes (5)
- No (6)

Q2.65 All respondents can either choose to receive a \$5 Amazon gift card, or to participate in a drawing for a \$2,000 gift card of choice. We expect to receive around 1000 participants in the drawing. Your email will only be used for this purpose, and no additional questions or other contact attempts will be made using the email address provided below.

Please make your choice:

- Please send me a \$5 Amazon gift card. My email is (1) _____
- Please enter me in a drawing for the \$2,000 gift card. My email is (2) _____

PART B: EMPLOYEE QUESTIONS

Display following section:

***If “Please characterize your position in the company you are most involved with at CIC”
“Employee” is selected***

Q3.1 How long have you cumulatively been a client at CIC?

- < 6 months (1)
- 6-18 months (2)
- 18-36 months (3)
- 3-5 years (4)
- 5+ years (5)

Display the following questions for clients in MA (Cambridge and Boston)

Q3.2 Which building are you currently located in?

- 50 Milk Street (1)
- 1 Broadway (2)
- 101 Main Street (3)

Display This Question:

If “Which building are you currently located in?” “50 Milk Street” Is Selected

Q3.3 Which floor are you located on?

- Floor 5 (1)
- Floor 11 (2)
- Floor 12 (3)
- Floor 14 (4)
- Floor 15 (5)
- Floor 16 (6)
- Floor 17 (7)
- Floor 18 (8)

Display This Question:

If “Which building are you currently located in?” “1 Broadway” Is Selected

Q3.4 Which floor are you located on?

- Floor 3 (1)
- Floor 4 (2)
- Floor 5 (3)
- Floor 7 (4)
- Floor 9 (5)
- Floor 11 (6)
- Floor 14 (7)

Display This Question:

If "Which building are you currently located in?" "101 Main Street" Is Selected

Q3.5 Which floor are you located on?

- Floor 1 (1)
- Floor 14 (2)
- Floor 15 (3)

Display the following questions for clients in St. Louis

Q3.2 Which building are you currently located in?

- CET - Doris (1)
- CET - Lab (2)
- CIC@4240 (3)

Display the following questions for all clients

Q3.6 How do you rate CIC overall?

(1= very poor; 5= very good)

- 1 (very poor) (1)
- 2 (2)
- 3 (3)
- 4 (4)
- 5 (very good) (5)

Q3.7 How does being located within CIC help the business you work for?

(1=not at all; 5 = very much)

	1 not at all (1)	2 (2)	3 (3)	4 (4)	5 very much (5)
Lower financial costs of starting a business (Q3.7_1)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Lower non-financial costs of starting the business (e.g. save time, access to talent) (Q3.7_2)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Raise the sales/revenue prospects of the business (Q3.7_3)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Achieve stronger products (Q3.7_4)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Achieve more innovative/creative products (Q3.7_5)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Better understand the business environment (Q3.7_6)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Better network among other businesses (Q3.7_7)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Recruit talented employees (Q3.7_8)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Make for an exciting place to work (Q3.7_9)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
As a whole (Q3.7_10)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

Q3.8 To what extent do you agree with the following statements?
 (1= strongly disagree; 5= strongly agree)

	1 strongly disagree (1)	2 (2)	3 (3)	4 (4)	5 strongly agree (5)
CIC is important because of access to companies at CIC (Q3.8_1)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
What makes CIC important is access to companies in the vicinity of CIC (Q3.8_2)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
CIC is important because of access to companies in the Greater Boston area (Q3.8_4)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
The value that CIC provides is worth more than the cost to tenants (Q3.8_5)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Compared to other co-working facilities, CIC offers better opportunities for valuable connections (Q3.8_6)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

Q3.9 CIC Location

Display the following questions for clients in MA (Cambridge and Boston)

Display This Question:

If "Which building are you currently located in?" "50 Milk Street" Is Not Selected

Q3.10 Beyond the company you work for, were any of the following factors an important consideration for your decision to work at CIC: (mark all that apply)

- Commute to Kendall Square (1)
- Ability to live close to where I work (2)
- Access to MIT faculty (e.g. collaboration) (3)
- Access to MIT students (e.g. availability of interns, employees) (4)
- Access to Kendall Square services (e.g. restaurants) (5)
- Closeness to other innovative companies around Kendall Square (6)
- Just wanted to be in Cambridge; Kendal Square was not of particular importance (7)

Display This Question:

If "Which building are you currently located in?" "50 Milk Street" Is Selected

Q3.11 Beyond the company you work for, were any of the following factors an important consideration for your decision to work at CIC: (mark all that apply)

- Access to local universities (1)
- Commute to downtown (2)
- Proximity to Government Center and State House (3)
- Proximity to the Seaport Innovation District (4)
- Access to businesses downtown (5)
- Ability to live close to where I work (6)
- Access to downtown Boston services (e.g. restaurants) (7)
- Closeness to other innovative companies around downtown Boston (8)
- Just wanted to be in Boston; Milk Street was not of particular importance (9)
- Other (10)

Q3.12 Would you consider a future CIC facility in Allston near Harvard Business School and the new engineering school a viable alternative to current locations? (1= strongly disagree, 5= strongly agree)

- 1 (strongly disagree) (1)
- 2 (2)
- 3 (3)
- 4 (4)
- 5 (strongly agree) (5)

Display the following questions for clients in St. Louis

Q3.7 Beyond the company you work for, were any of the following factors an important consideration for your decision to work at CIC/CET:

(mark all that apply)

- Commute to Cortex (1)
- Ability to live close to where I work (2)
- Access to Washington University faculty (e.g. collaboration) (3)
- Access to St. Louis University faculty (e.g. collaboration) (4)
- Access to other universities' faculty (e.g. collaboration) (5)
- Access to Washington University students (e.g. availability of interns, employees) (6)
- Access to St. Louis University students (e.g. availability of interns, employees) (7)
- Access to other universities' students (e.g. availability of interns, employees) (8)
- Access to CET programming (9)
- Access to entrepreneurial support services (e.g. marketing, accounting, banking, etc.) (10)
- Access to talent within CIC/CET (11)
- Closeness to other innovative companies around Cortex (12)
- Just wanted to be in St Louis; Cortex was not of particular importance (13)
- Other (14)

Q3.8 Would you utilize a CIC facility in 39 North District (Danforth Plant Science Center Corridor)?
(1= strongly disagree, 5= strongly agree)

- 1 (strongly disagree) (1)
- 2 (2)
- 3 (3)
- 4 (4)
- 5 (strongly agree) (5)

Display the following questions for all clients

Q3.13 CIC Connections

Q3.14 Outside of the employees of your company, how many persons at CIC do you know well enough to believe that they could be of benefit to your business over the next 6 months?

- None (1)
- 1-4 persons (2)
- 5-10 persons (3)
- 11-20 persons (4)
- More than 20 (5)

Q3.15 Outside of the employees of your company, how many persons at CIC do you know well enough to believe you would remember his or her name in six months if they left today?

- None (1)
- 1-4 persons (2)
- 5-10 persons (3)
- 11-20 persons (4)
- More than 20 (5)

Display This Question:

If "Outside of the employees of your company, how many persons at CIC do you know well enough to believe they could be of benefit to your business over the next 6 months" or "Outside of the employees of your company, roughly how many people at CIC do you know well enough that you believe you would remember his or her name in six months if they left today?"

Is greater than "None"

Q3.16 These contacts were mostly...

- developed after coming to CIC (1)
- known in advance prior to coming to CIC (2)

Q3.17 How purposeful are you in building your business network?

- Not at all (1)
- Somewhat (2)
- Average (3)
- Purposeful (4)
- Very purposeful (5)

Q3.18 Where/How do you network at CIC?

Please mark all that apply:

- Informally: Conversations or introductions at Venture Café (1)
- Informally: Conversations or introductions in a CIC kitchen (2)
- Other public spaces at CIC (3)
- Other informal channels (4)
- Purposefully seek out meetings with firms located inside CIC (ask via email, phone, LinkedIn,...) (5)
- Purposefully seek out meetings with firms located nearby / outside CIC (ask via email, phone, LinkedIn,...) (6)
- Other CIC-based firms purposefully ask to meet with me (7)
- Other (8)

Q3.19 CIC Activities and Networking

Q3.20 How important are the following CIC activities and features to you?

(1= not at all important; 5= extremely important)

	1 not at all important (1)	2 (2)	3 (3)	4 (4)	5 extremely important (5)
Venture Café (Q3.20_1)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Communal kitchen (Q3.20_2)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Other public spaces (Q3.20_3)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Lectures and events held at CIC (Q3.20_4)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
CIC Community building gatherings (Q3.20_5)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

Q3.21 How often do you provide advice on the following topics to people outside of your company at CIC?

	Never (1)	Infrequent (2)	Monthly (3)	Weekly (4)
Business operations (Q3.21_1)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Venture funding (Q3.21_2)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Technology (Q3.21_3)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Suppliers (Q3.21_4)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
People to recruit (Q3.21_5)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Customers (Q3.21_6)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

Q3.22 How often do you receive advice on the following topics from people outside of your company within CIC?

	Never (1)	Infrequent (2)	Monthly (3)	Weekly (4)
Business operations (Q3.22_1)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Venture funding (Q3.22_2)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Technology (Q3.22_3)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Suppliers (Q3.22_4)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
People to recruit (Q3.22_5)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Customers (Q3.22_6)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

Q3.23 Respondent Characteristics

Q3.24 What is your age?

- Under 25 (1)
- 25-34 (2)
- 35-44 (3)
- 45-54 (4)
- over 55 (5)
- Prefer not to say (6)

Q3.25 What is your gender?

- Male (1)
- Female (2)
- Non-binary / genderqueer (3)
- Prefer to self-describe: (4) _____
- Prefer not to say (5)

Q3.26 Were you born in the United States?

- Yes (1)
- No (2)
- Prefer not to say (3)

Q3.27 What is your race / ethnicity?

Mark all that apply.

- American Indian or Alaska Native (1)
- Asian (2)
- Black or African American (3)
- Hispanic/Latino/Spanish origin (4)
- Native Hawaiian or Pacific Islander (5)
- White (6)
- Other (7)
- Prefer to self-describe: (8) _____
- Prefer not to say (9)

Q3.28 Highest level of education

- No college education (1)
- Some college education (2)
- BA or equivalent degree (3)
- MA or equivalent degree (4)
- Doctorate or equivalent degree (5)

Q3.29 Field of highest degree:

- STEM field (1)
- Business or Economics (2)
- Other (3)

Q3.30 Prior industry experience: Have you previously worked in the same industry as the current firm?

- Yes (1)
- No (2)

Q3.31 Prior start-up experience: Have you previously worked in a startup?

- Yes (1)
- No (2)

Q3.32 Prior start-up experience: Have you previously founded a business?

- Yes (1)
- No (2)

Q3.33 Future start-up plans: Do you think you will ever start your own firm?

- Yes (1)
- No (2)
- Maybe (3)

Q3.34 Innovation and Risk Attitudes

Q3.35 How much do you typically enjoy taking risks? (1= not at all happy to take risks; 10= very happy to take risks)

- 1 (not at all happy to take risks) (1)
- 2 (2)
- 3 (3)
- 4 (4)
- 5 (5)
- 6 (6)
- 7 (7)
- 8 (8)
- 9 (9)
- 10 (very happy to take risks) (10)

Q3.36 Some activities involve a "financial" risk, such as starting a business, investing, or gambling and betting — that is, there is a risk of losing money or other assets. In general, what is your propensity for accepting financial risks? (1= very low; 10= very high)

- 1 (very low) (1)
- 2 (2)
- 3 (3)
- 4 (4)
- 5 (5)
- 6 (6)
- 7 (7)
- 8 (8)
- 9 (9)
- 10 (very high) (10)

Q3.37 Have you ever been an inventor on a patent?

- Yes (1)
- No (2)

Q3.38 Has your company worked on (or is currently working on) a new innovation?

- Yes (1)
- No (2)

Display This Question:

If "Has your company worked on (or is currently working on) a new innovation?" "Yes" Is Selected

Q3.39 Does your company patent these innovations?

- No (1)
- Yes, it already has some patents (2)
- Yes, it intends to patent in future (none yet) (3)

Q3.40 Did individuals working at other CIC companies provide important insights to your company?

- Yes (1)
- No (2)

Display This Question:

If "In your judgment, did individuals working at other companies at the CIC provide important insight..." "Yes" Is Selected

Q3.41 Were these insights typically about the marketplace, the technology, or something else? (Please mark all that apply)

- Marketplace (1)
- Technology or innovation (including the product, process) (2)
- Strategy and business operations (3)
- Something else (4)

Display This Question:

If "In your judgment, did individuals working at other companies at the CIC provide important insight..." "Yes" Is Selected

Q3.42 How central were these insights to your business model?

(1= not at all; 5= essential)

- 1 (not at all) (1)
- 2 (2)
- 3 (3)
- 4 (4)
- 5 (essential) (5)

Display This Question:

If "In your judgment, did individuals working at other companies at the CIC provide important insight..." "Yes" Is Selected

Q3.43 What share of these insights came through unplanned interactions (vs. through intentional meetings)?

- 1 (mostly unplanned) (1)
- 2 (2)
- 3 (even mix) (3)
- 4 (4)
- 5 (mostly planned) (5)

Display This Question:

If "In your judgment, did individuals working at other companies at the CIC provide important insight..." "Yes" Is Selected

Q3.44 Would this expertise have been available within your company?

- Rarely or never (1)
- Sometimes (2)
- Frequently (3)

Q3.45 The next and final section uses personality assessment tools. It takes 3 minutes to complete.

Q3.46 Personality

Q3.47 How do the following statements agree with you? (1= strongly disagree; 5= strongly agree)

	1 strongly disagree (1)	2 (2)	3 (3)	4 (4)	5 strongly agree (5)
I am talkative (Q3.47_1)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
I am very thorough in my actions (Q3.47_2)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
I am original, come up with new ideas (Q3.47_3)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
I am reserved (Q3.47_4)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
I am relaxed, handle stress well (Q3.47_5)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
I have a forgiving nature (Q3.47_6)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
I get nervous easily and worry (Q3.47_7)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
I have an active imagination (Q3.47_8)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
I am often lazy (Q3.47_9)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
I value artistic, aesthetic experiences (Q3.47_10)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
I am kind and considerate to others (Q3.47_11)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
I do things efficiently (Q3.47_12)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
I am social and outgoing (Q3.47_13)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
If I work hard, I can successfully start a business (Q3.47_14)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Overall, my skills and abilities will help me start a business (Q3.47_15)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
My past experience will be very valuable in starting a business (Q3.47_16)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
I am confident I can put in the effort needed to start a business (Q3.47_17)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
I believe that I am primarily responsible for my own successes and failures (Q3.47_18)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
I feel a great deal of pride when I complete a project successfully (Q3.47_19)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
I have a desire to achieve positive results even if it requires a lot of additional effort (Q3.47_20)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
I surprise people with my novel ideas (Q3.47_21)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
People ask me for help in creative activities (Q3.47_22)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
I get more satisfaction from mastering a skill than developing a new idea. (Q3.47_23)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
I prefer work that requires original thinking (Q3.47_24)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
I like a job which demands skill and practice rather than inventiveness (Q3.47_25)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
I am not a very creative person (Q3.47_26)	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

Q3.48 Please select all types of events you would be interested in attending if held in the listed locations.

	Other CIC site (1)	District Hall (2)	Roxbury Innovation Center (3)
Venture Café / entrepreneurial gathering (Q3.48_1)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Expert forum / Lecture (Q3.48_2)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Investor event / Pitch contest (Q3.48_3)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Q3.49 Is there anything else about CIC and its impact on you and your company that you would like to report?

Q3.50 Please let us know if you would like to receive a report with overall findings of this survey.

- Yes (5)
- No (6)

Q3.51 All respondents can either choose to receive a \$5 Amazon gift card, or to participate in a drawing for a \$2,000 gift card of choice. We expect to receive around 1000 participants in the drawing. Your email will only be used for this purpose, and no additional questions or other contact attempts will be made using the email address provided below. Please make your choice:

- Please send me a \$5 Amazon gift card. My email is (1) _____
- Please enter me in a drawing for the \$2,000 gift card. My email is (2) _____