

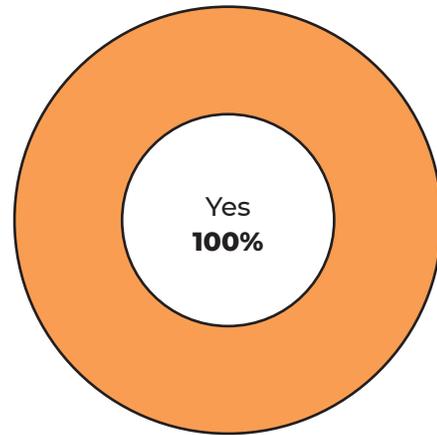
Small Business & Entrepreneurship Focus Group Results

Hosted in partnership with the **North Central Pennsylvania Launchbox** on October 13, 2021.



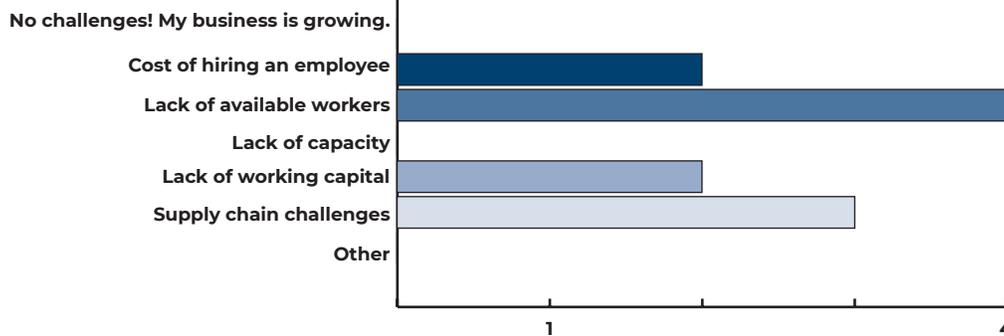
1.

For the business owners/
entrepreneurs in the room, **are you aware of business development resource providers in your area?**



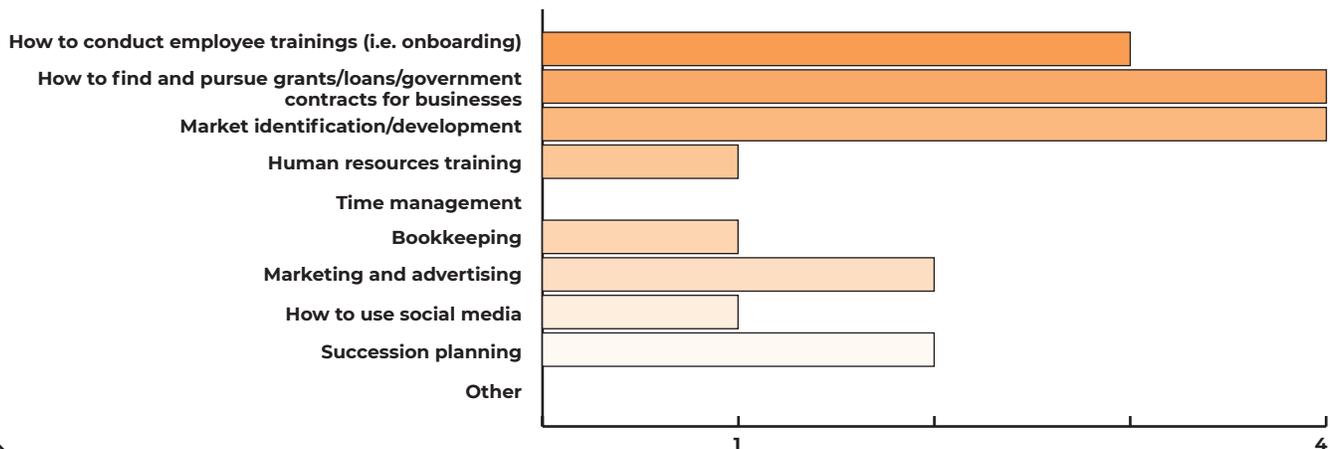
2.

Do you want to **grow your business** but are unable to do so?
Mark all challenges that apply.



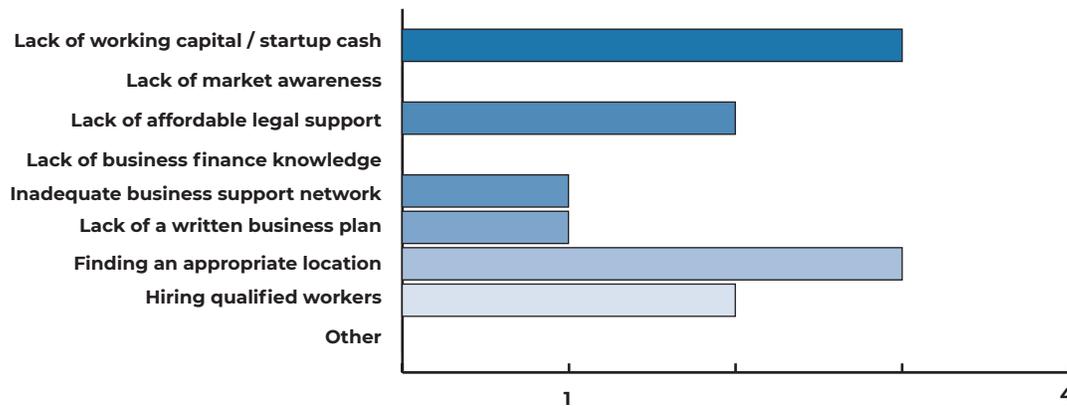
3.

What, if any, of the following **training opportunities and/or resources** could you benefit from?



4.

What was your **greatest challenge when starting your business?** Mark all that apply.



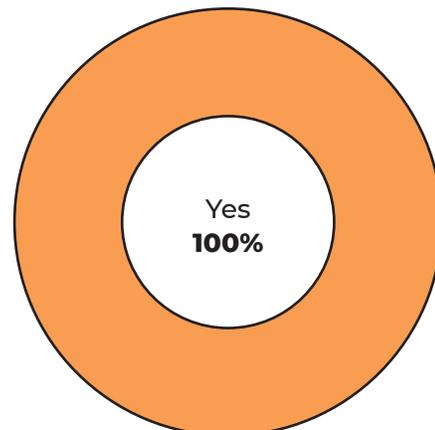
5.

What is your **greatest business challenge today?**

- Broadband availability for remote workers
- Covid issues like workers staying home, supply chain issues. Harder to enforce sick leave issues. Uncertain workforce makes it hard to stay on production plans.
- Paying legal fees
- Difficult to win larger contracts when you don't have a portfolio of prior work since we just opened.
- Having enough capital
- Supply chain and employee hiring. Government overreach

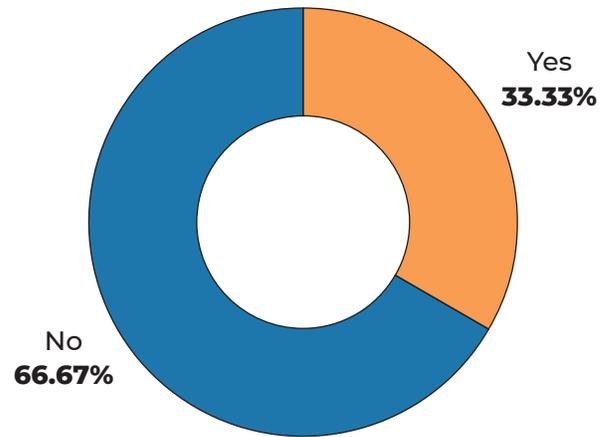
6.

Have you needed funds for your business and been **unable to find anyone to lend to you** in the last four years?



7.

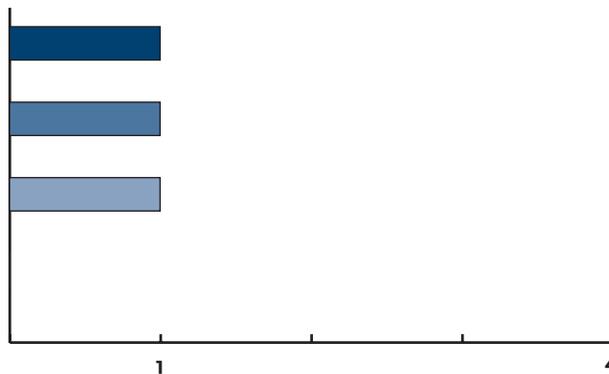
Do you **anticipate an unmet financing need** in the next 6 to 12 months for your business?



8.

If you have been **turned down for a loan or line of credit** in the last two years, what were the reasons given? Mark all that apply.

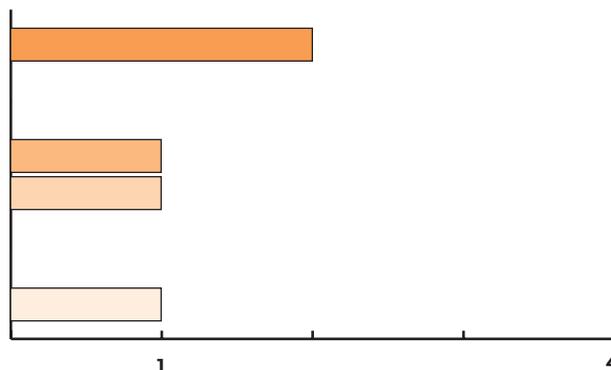
- I applied for financing and was approved
- I have not applied for any financing
- I didn't have enough collateral
- My credit score was too low
- My business concept was too new / unproven
- They didn't lend to my industry
- I didn't have time to complete or didn't understand the loan package
- I have no idea



9.

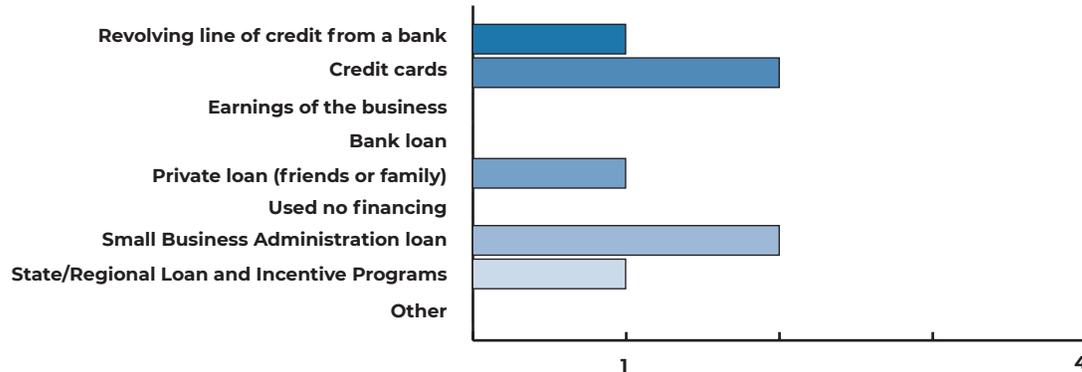
If capital availability is a problem for your business, **what is the effect on your operations?** Mark all that apply.

- Unable to grow business or expand operations
- Reduced the number of employees
- Unable to finance increased sales
- Reduced benefits to employees
- Unable to increase inventory to meet demand
- Closed stores or branches
- Not a problem / No effects
- Other



10.

What **types of financing** has your company used within the last 12 twelve months to meet your capital needs? Mark all that apply.



11.

Rank the following lending institutions in terms of which you think **best serves the small-business community**.

- Small community banks ★★★★★
- Credit unions ★★★★★
- Large banks ★★★
- Non-traditional lenders ★★
- Credit cards ★

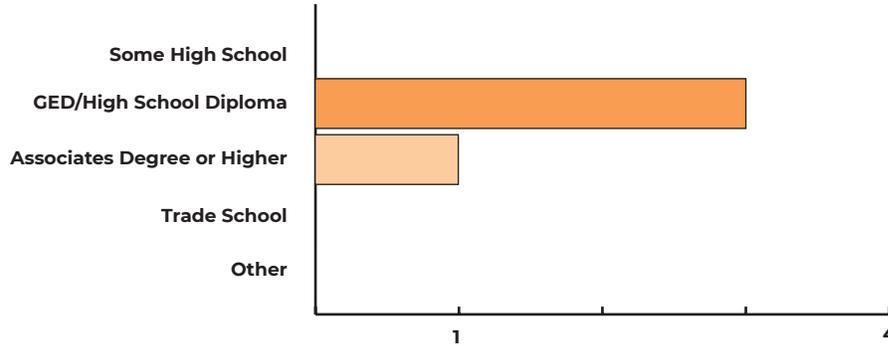
12.

How many **employees does your business employ**, including yourself? (include part-time and/or seasonal)

- 4
- 4
- 2

13.

What **level of training** is appropriate for an entry-level position in your industry? Mark all that apply.



14.

What are the **greatest challenges to hiring** qualified employees that meet the needs of your business?

- Having a higher wage to pay qualified
- Difficult to find those with requisite experience willing to relocate to the area.