

English

GALI Full Survey**Contact & Venture Information:**

What is your first name?

What is your last name?

What is your phone number?

What is your email address?

What is your Skype username?

What is the name of your venture?

Currently, in which country is your venture's main operations?

In what country is your venture headquartered?

We are interested in the web presence of your venture. Does your venture currently have any of the following:
(click all that apply)

- An active website?
- A Facebook page?
- A Twitter account?
- A LinkedIn group or page?

What is your web address (URL)?

What is the web address of your Facebook page?

What is your Twitter account name? ("@ _____")

What is the web address of your LinkedIn group or page?

In what year was your venture founded? (Please enter the full year using numbers only)

Is your venture a:

- Nonprofit
- For-profit company
- Undecided
- Other

What primary sector is being impacted by your venture's activities? (select one)

- Agriculture
- Artisanal
- Infrastructure/facilities development
- Education
- Energy
- Environment
- Financial services
- Health
- Housing development
- Information and communication technologies
- Tourism
- Culture
- Supply chain services
- Technical assistance services
- Water
- Other

What are the financial goals for your venture? (check one)

- Cover costs
- Cover costs and earn some profit

Do you have some specific profit margin in mind?

- Yes
- No

What annual profit margin would you be happy achieving on average?

- 0% - 5%
- 6% - 10%
- 11% - 15%
- 16% - 20%
- More than 20%

Individuals can also have non-financial motives for launching new ventures. Does your venture have the explicit intent of creating social or environmental impacts?

- Yes
- No

A mission statement is a concise message that expresses how your venture generates financial, social, and/or environmental value through its activities. Please write your current mission statement in the space below. If you do not currently have a mission statement, explain in 100 words or less how your enterprise generates financial, social, and/or environmental value.

Impacts & Metrics:

Which of the following impact objectives does your venture currently seek to address? (check up to three)

- Access to clean water
- Access to education
- Access to energy
- Access to financial services
- Access to information
- Affordable housing
- Agricultural productivity
- Biodiversity conservation
- Capacity-building
- Community development
- Conflict resolution
- Disease-specific prevention and mitigation
- Employment generation
- Energy and fuel efficiency
- Equality and empowerment
- Food security
- Generate funds for charitable giving
- Health improvement
- Human rights protection or expansion
- Income/productivity growth
- Natural resources conservation
- Pollution prevention and waste management
- Support for women and girls
- Sustainable energy
- Sustainable land use
- Water resources management
- Other

What is the demographic group of the primary beneficiaries targeted by your venture's activities? (select one)

- Children and adolescents
- Disabled
- Minorities or previously-excluded
- Women
- Other

- None of the above

Does your venture regularly track itself against any of the Impact Reporting Investment Standards (IRIS) impact measures?

- Yes
- No

Please indicate why not:

- We have never heard of IRIS
- We are not interested in measuring our impacts
- We have no time to measure our impacts
- We are not fond of this measurement approach
- Other

Has your venture ever taken a B Impact Assessment or Global Impact Investing Ratings System (GIIRS) Survey?

- Yes
- No

Please indicate why not:

- We have never heard of B Lab/GIIRS
- We are not interested in measuring our impacts
- We have no time to measure our impacts
- We are not fond of this measurement approach
- Other

Does your venture regularly track its impacts using any other established measurement approaches?

- Yes
- No

What impact measurement approaches do you follow?

Business Model:

What is the current operational model of your venture? (check all that apply)

- Production / Manufacturing
- Processing / Packaging
- Distribution
- Wholesale / Retail
- Services
- Financial Services
- Unsure

Would you say that your venture is invention-based (i.e., a company that builds upon newly-created technology owned by the venture and/or its founders)?

- Yes
- No

Whether assigned by an owner or obtained in some other way, does your venture have any of the following?
(check all that apply)

- Patents
 Copyrights
 Trademarks

How many patents? (Please use numbers only)

0

How many copyrights? (Please use numbers only)

0

How many trademarks? (Please use numbers only)

0

Venture Financing:

What was your venture's total earned revenue:
(please do not include any philanthropic investments or donations in this amount)

	\$(e://Field/currency)
in calendar year \$(e://Field/yearm1)?	<input type="text"/>
since founding?	<input type="text"/>

Profit is the business's income after all expenses and taxes have been deducted. Roughly speaking, what was your venture's profit margin (calculated as the net income or "profit" as a percentage of total investment) for calendar year \$(e://Field/yearm1)?

- Negative (venture lost money in \$(e://Field/yearm1))
 0% - 5%
 6% - 10%
 11% - 15%
 16% - 20%
 More than 20%
 Unsure
 Not applicable (we are a nonprofit)

Not counting founders, on December 31, \$(e://Field/yearm1), how many people worked for your venture?
(please exclude contract workers who are not on the business's official payroll)

	Number
Full-time employees	<input type="text"/>
Part-time employees	<input type="text"/>

How much, if any, did your venture pay in wages, salaries, and benefits to full- and part-time employees in calendar year \$(e://Field/yearm1)?
(please do not include wages, salaries, and benefits to contract workers who are not on the business's official payroll)

	\${e://Field/currency}
in calendar year \${e://Field/yearm1}?	<input type="text"/>

In addition to these full-time and part-time employees, how many seasonal workers and volunteers did you employ in calendar year \${e://Field/yearm1}?

Seasonal employees	<input type="text" value="0"/>
Volunteers	<input type="text" value="0"/>

How much of their own money did all of the founders put into the business?
(please do not include any money borrowed from others or credit cards) \${e://Field/currency}

	\${e://Field/currency}
in calendar year \${e://Field/yearm1}?	<input type="text"/>
since founding?	<input type="text"/>

Please indicate whether your venture has received any of the following investments from outside sources since founding:

- Equity (equity investment is money received in return for some portion of ownership)
- Debt (not including any personal debt obtained on behalf of the business)
- Philanthropy (e.g., seed grants, awards, or donations)

From which sources has your venture received this outside equity?

- From banks
- From non-bank financial institutions
- From venture capitalists
- From angel investors
- From other companies
- From government agencies
- From foundations or other nonprofits
- From accelerators or fellowship programs
- From friends or family members
- From business plan competitions
- From crowd-fund campaigns
- From employees that are not owners
- From other individuals
- From another source

How much equity financing did your venture obtain from all outside sources:
\${e://Field/currency}

	\${e://Field/currency}
in calendar year \${e://Field/yearm1}?	<input type="text"/>
since founding?	<input type="text"/>

From which sources has your venture obtained borrowed funds (debt)?

- From banks
- From non-bank financial institutions
- From venture capitalists
- From angel investors
- From other companies
- From government agencies
- From foundations or other nonprofits
- From accelerators or fellowship programs
- From friends or family members
- From business plan competitions
- From crowd-fund campaigns
- From employees that are not owners
- From other individuals
- From another source

How much did your venture borrow from all of these sources:

$\${e://Field/currency}$

	$\${e://Field/currency}$
in calendar year $\\${e://Field/year1}$?	<input type="text"/>
since founding?	<input type="text"/>

Was any portion of this debt "convertible debt"?

- Yes
- No
- Unsure

What percentage of this debt is convertible (into equity or cash)?

In calendar year $\${e://Field/year1}$?
(%)

Since founding? (%)

From which sources has your venture received donations (philanthropy)?

- From other companies
- From government agencies
- From foundations or other nonprofits
- From accelerators or fellowship programs
- From friends or family members
- From business plan competitions
- From crowd-fund campaigns
- From employees that are not owners
- From other individuals
- From another source

How much philanthropic support (e.g., seed grants, awards, or donations) did your venture receive from all outside sources:

\$(e://Field/currency)

	\$(e://Field/currency)
in calendar year \$(e://Field/yearm1)?	<input type="text"/>
since founding?	<input type="text"/>

How much additional investment are you planning to secure for your venture:

	in the next 12 months \$(e://Field/currency)	over the next 3 years \$(e://Field/currency)
Equity financing	0 <input type="text"/>	0 <input type="text"/>
Debt financing	0 <input type="text"/>	0 <input type="text"/>
Philanthropic support	0 <input type="text"/>	0 <input type="text"/>

Founders:

In this section, we want to learn more about the people on your venture's founding team.

Please name up to three individuals who are the primary members of your venture's founding team. A founder is a person who is actively involved in the start of the venture and/or has had a financial stake in the venture from the start/early days of the venture.

Founder 1	<input type="text"/>
Founder 2	<input type="text"/>
Founder 3	<input type="text"/>

How many additional people (not listed above) are also on the founding team?

0

Now, please provide the following information about each of the three founders listed above:

	Age (in years)	Gender
\$(q://QID41/ChoiceTextEntryValue/1)	<input type="text"/>	<input type="text"/>
\$(q://QID41/ChoiceTextEntryValue/2)	<input type="text"/>	<input type="text"/>
\$(q://QID41/ChoiceTextEntryValue/3)	<input type="text"/>	<input type="text"/>

	Country of Birth	Country of Current Residence
\$(q://QID41/ChoiceTextEntryValue/1)	<input type="text"/>	<input type="text"/>
\$(q://QID41/ChoiceTextEntryValue/2)	<input type="text"/>	<input type="text"/>
\$(q://QID41/ChoiceTextEntryValue/3)	<input type="text"/>	<input type="text"/>

	Highest Level of Education Completed
\$(q://QID41/ChoiceTextEntryValue/1}	<input type="text"/>
\$(q://QID41/ChoiceTextEntryValue/2}	<input type="text"/>
\$(q://QID41/ChoiceTextEntryValue/3}	<input type="text"/>

How many new organizations did each founder start before launching this venture?
(Please use numbers only)

	For-Profits (# Ventures)	Nonprofits (# Ventures)	Other Entities (# Ventures)
\$(q://QID41/ChoiceTextEntryValue/1}	<input type="text" value="0"/>	<input type="text" value="0"/>	<input type="text" value="0"/>
\$(q://QID41/ChoiceTextEntryValue/2}	<input type="text" value="0"/>	<input type="text" value="0"/>	<input type="text" value="0"/>
\$(q://QID41/ChoiceTextEntryValue/3}	<input type="text" value="0"/>	<input type="text" value="0"/>	<input type="text" value="0"/>

We are interested in the career backgrounds of these founders. Please provide the following information about the two most recent paid full-time jobs held by each of the above founders before launching this venture.

	Organization Type?	What Role?
\$(q://QID41/ChoiceTextEntryValue/1} Job 1	<input type="text"/>	<input type="text"/>
\$(q://QID41/ChoiceTextEntryValue/1} Job 2	<input type="text"/>	<input type="text"/>
\$(q://QID41/ChoiceTextEntryValue/2} Job 1	<input type="text"/>	<input type="text"/>
\$(q://QID41/ChoiceTextEntryValue/2} Job 2	<input type="text"/>	<input type="text"/>
\$(q://QID41/ChoiceTextEntryValue/3} Job 1	<input type="text"/>	<input type="text"/>
\$(q://QID41/ChoiceTextEntryValue/3} Job 2	<input type="text"/>	<input type="text"/>

Please provide the following information about the two most recent paid full-time jobs held by each of the above founders before launching this venture.

	How Long? (years)	Country
\$(q://QID41/ChoiceTextEntryValue/1} Job 1	<input type="text"/>	<input type="text"/>
\$(q://QID41/ChoiceTextEntryValue/1} Job 2	<input type="text"/>	<input type="text"/>
\$(q://QID41/ChoiceTextEntryValue/2} Job 1	<input type="text"/>	<input type="text"/>
\$(q://QID41/ChoiceTextEntryValue/2} Job 2	<input type="text"/>	<input type="text"/>
\$(q://QID41/ChoiceTextEntryValue/3} Job 1	<input type="text"/>	<input type="text"/>
\$(q://QID41/ChoiceTextEntryValue/3} Job 2	<input type="text"/>	<input type="text"/>

Entrepreneurial Accelerators

Finally, we would like to learn a little bit more about your expectations and experiences with entrepreneurial accelerators.

The following are some of the potential benefits that are typically associated with entrepreneurial accelerators. Please rank these benefits in terms of how important they are to your venture's development and success. (1

being the most important and 7 being the least important)

- Network development (e.g., with potential partners and customers)
- Business skills development (e.g., finance and marketing skills)
- Mentorship from business experts
- Access and connections to potential investors/funders
- Securing direct venture funding (e.g., grants or investments)
- Gaining access to a group of like-minded entrepreneurs
- Awareness and credibility (e.g., association with a recognized program, press/media exposure)

What other potential benefits would you look for from accelerator programs that are not included in the above list?

We are interested in knowing your past acceleration experience. Could you tell us the latest three acceleration experiences of your founding team, if any?

	Which Program	Other Program not listed? Program Name	Which (e.g., ...)
Accelerator Experience 1	<input type="text"/>	<input type="text"/>	<input type="text"/>
Accelerator Experience 2	<input type="text"/>	<input type="text"/>	<input type="text"/>
Accelerator Experience 3	<input type="text"/>	<input type="text"/>	<input type="text"/>