

Appendix A

SUMMER 2000 SURVEY OF HIGH TECH FIRMS

Instructions

Please answer all questions, if possible, but feel free to leave questions blank, or to provide estimates if exact figures are not known.

Employment Information

Q1. What is the total number of people employed by your company in Washington State and elsewhere? *(Please write your answer in the blanks below.)*

_____ Total number of employees in Washington State

_____ Total number of employees elsewhere

Q2. What percent of your total employment is in research and development (R&D)?

_____ % of Total employment working in R&D

Q3. What percent of your research and development (R&D) spending is spent on wages? (For purposes of this question, please include only ongoing R&D spending, not spending on capital formation.)

_____ % of R&D spending devoted to wages

Q4. How many total new positions were created in your firm within the last 12 months?

_____ Number of new positions created last year

Q5. What percent of these new positions that were created within the last 12 months were in R&D?

_____ % of new positions in R&D

Q6. What percent of the total new positions created in the last 12 months were filled by residents of Washington State?

_____ % of all new positions filled by Washington residents

Q7. What percent of only new R&D positions created in the last 12 months were filled by residents of Washington State?

_____ % of all new positions filled by Washington residents

New R&D Facility

Q8. Has your firm moved a research facility from out of state, or built a new research facility, anytime since your firm's participation in the R&D tax credit program? *(Please circle only ONE answer.)*

- 1 YES, moved a research facility from out of state
- 2 YES, built a new research facility
- 3 NO → **SKIP to Q16**

Q9. How many employees did your firm move to the new research facility? *(If none, write in "0".)*

_____ Number of people moved

Q10. How many employees did you hire for the new research facility?

_____ Number of employees hired

Q11. What percent of these employees were residents of Washington State?

_____ % employees who were Washington residents

Q12. Did the new research facility cause any other hiring for other activities to occur in Washington State?

- 1 YES
- 2 NO → **SKIP to Q16**

Q13. How many other employees were hired because of the new research facility?

_____ Number of other employees hired

Q14. What percent of these other employees were residents of Washington State?

_____ % employees who were Washington residents

Q15. Are there multiple functions located in the new research facility (e.g., marketing, administration)?

- 1 YES
- 2 NO

Products Resulting from R&D

Q16. Did the R&D for which your firm received the tax credit result in a new product, service, or process?

- 1 YES
- 2 NO → SKIP to Q26

Q17. Was the company expanded because of that new product, service, or process?

- 1 YES
- 2 NO → SKIP to Q21

Q18. Did part of that expansion take place in Washington State?

- 1 YES
- 2 NO

Q19. How many Washington State employees did you hire because of that expansion?

_____ Number of Washington state employees hired

Q20. What would you estimate as the total average annual wages of those Washington employees that were hired because of the expansion?

_____ \$ average annual wages

Q21. How many patents did your firm receive that are associated with new products that resulted from the R&D for which you received a tax credit?

_____ number of patents received

Q22. What would you estimate to be the final annual value of all the products that resulted from the R&D spending that your firm received tax credit for since you started taking the credit?

_____ \$ final value of products

Q23. During the last year, did your firm contract with another company to do any aspect of the production, marketing, or distribution of the products that resulted from R&D spending?

- 1 YES
- 2 NO

Q24. What percent of the total value of the new products was added by the firm(s) with which you contracted last year?

_____ % of total value added by contracted firms

Q25. What percent of this work done by other firms was done in Washington State?

_____ % contracted work done in Washington State

Use of Tax Benefits

Q26. Below are four ways that tax benefits from R&D credits may be used by firms. Please estimate how your firm distributed the tax benefits from the R&D credit among these four categories. Your best estimate is fine. Please note that the total should sum to 100%.

_____ % Employment

_____ % Capital Formation

_____ % Working Capital

_____ % Other uses

100%

Other Exemption Programs

Q27. Since your firm first became involved in the R&D tax credit program has it ever purchased manufacturing machinery and equipment tax exempt under the manufacturing machinery and equipment exemption (RCW 82.08.02565 and 82.12.02565)?

1 YES

2 NO → **SKIP to Q30**

Q28. Within the last 12 months, what would you estimate is the total value of the machinery and equipment that your firm did not pay sales or use tax on because of this exemption?

_____ \$ total value

Q29. Approximately what percent of the exempt equipment was used for R&D?

_____ % used for R&D

Customer Service

Q30. How easy or difficult would you say it was to figure out the R&D tax credit program?

- 1 VERY EASY
- 2 SOMEWHAT EASY
- 3 SOMEWHAT DIFFICULT
- 4 VERY DIFFICULT
- 5 NOT SURE, DON'T RECALL

Q31. How satisfied are you with the way in which the R&D tax credit program is administered?

- 1 VERY SATISFIED
- 2 SOMEWHAT SATISFIED
- 3 SOMEWHAT DISSATISFIED
- 4 VERY DISSATISFIED
- 5 NOT SURE, DON'T KNOW

Q32. Is there anything about the program that you would like to change?

- 1 YES
- 2 NO —▶ **SKIP to Last Page**

Q33. Please use the space below (and on the last page if needed) to describe the changes that you would like to make in this program: