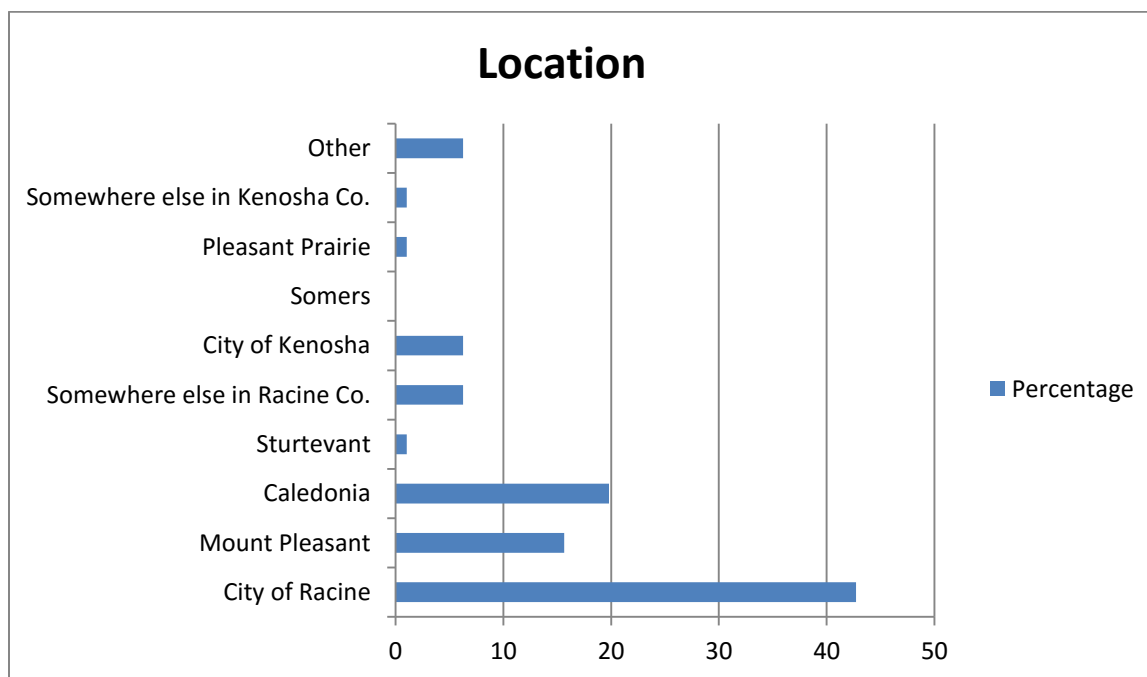




2015 SURVEY RESULTS

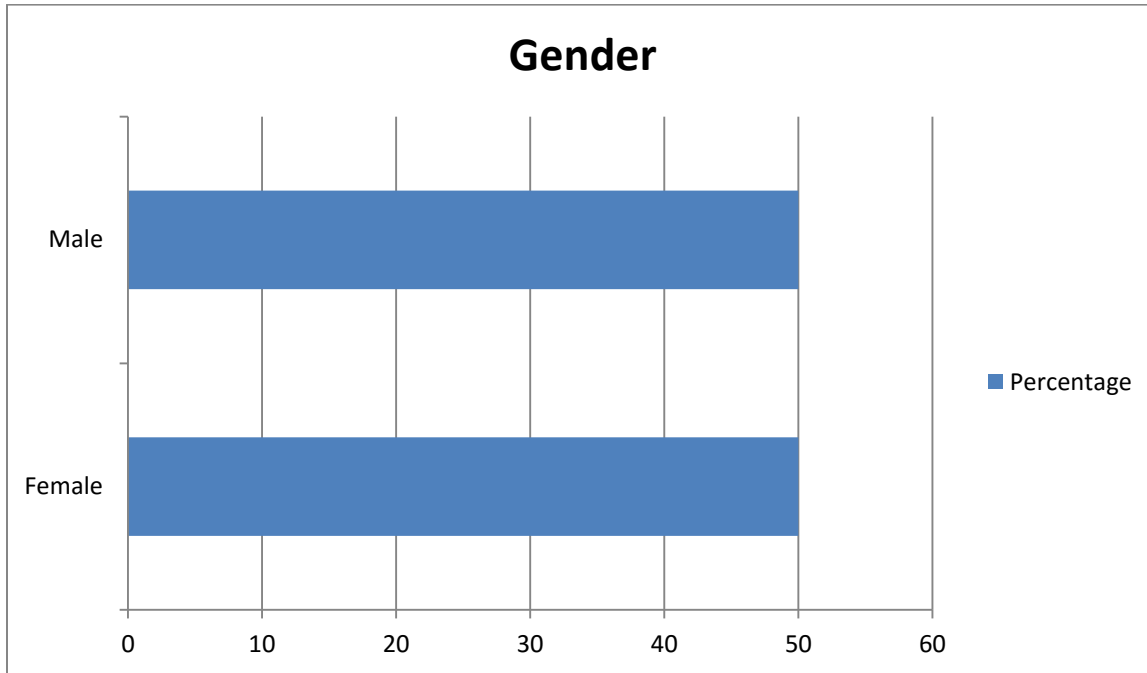
187 Members (At the time of survey); 96 Responses

Q1: Which of the following best describes where you live?



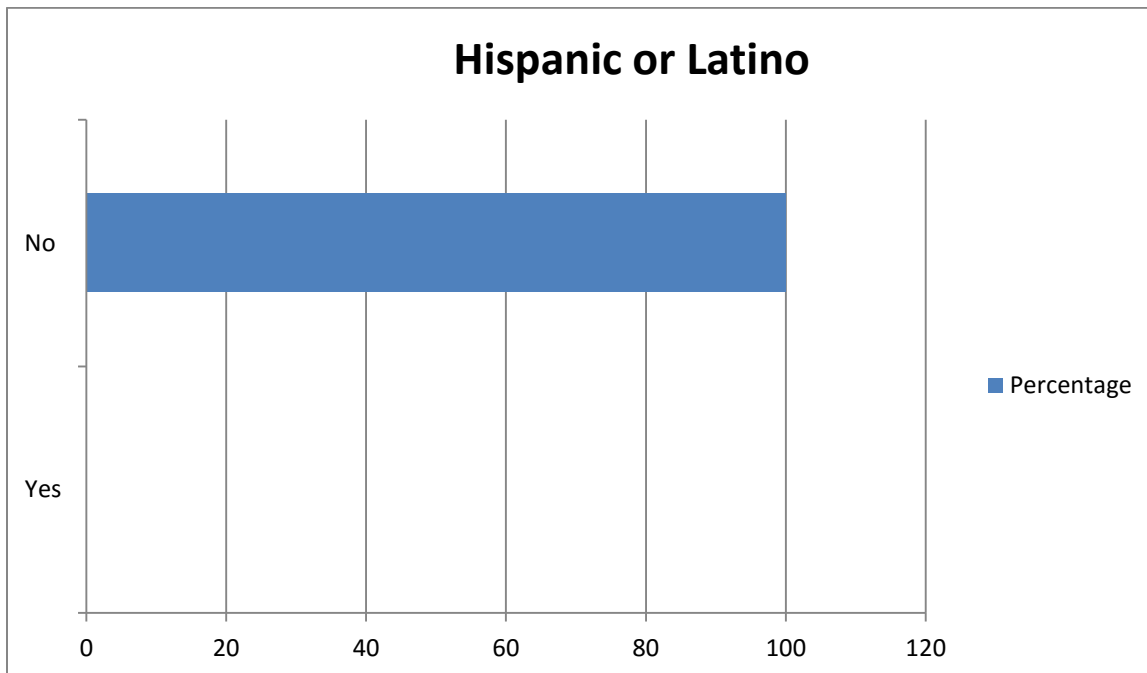
Answer Choices	Responses - %	Responses - #
City of Racine	42.71%	41
Mount Pleasant	15.63%	15
Caledonia	19.79%	19
Sturtevant	1.04%	1
Somewhere else in Racine Co.	6.25%	6
City of Kenosha	6.25%	6
Somers	0.00%	0
Pleasant Prairie	1.04%	1
Somewhere else in Kenosha Co.	1.04%	1
Other	6.25%	6

Q2: What is your gender?



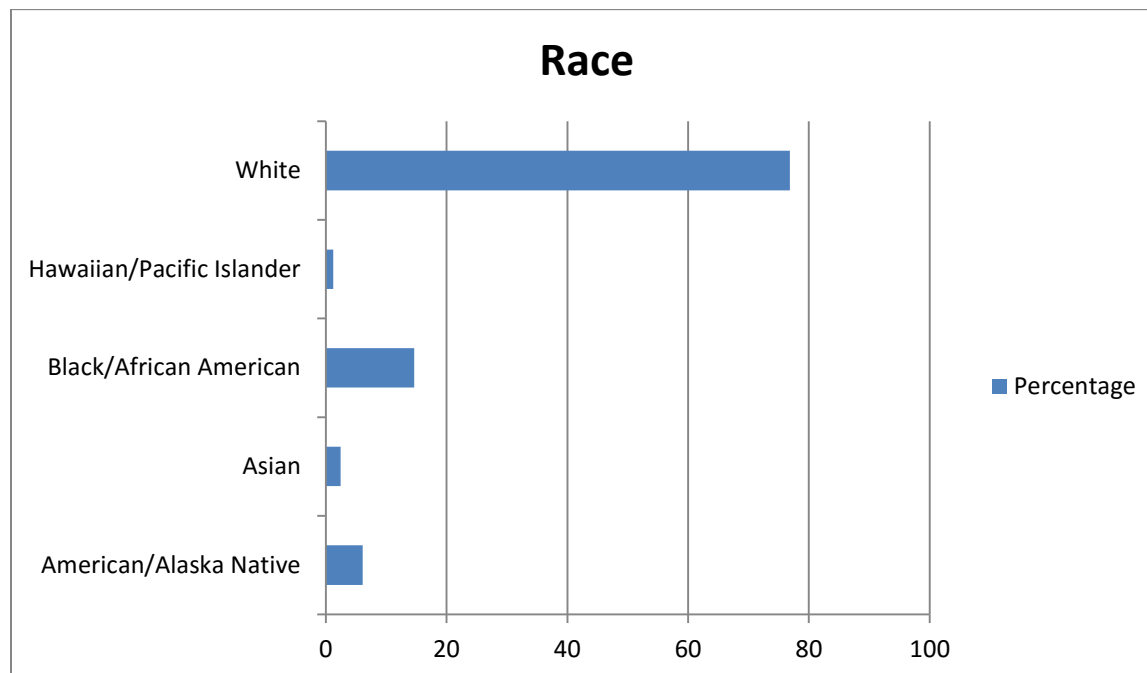
	Responses - %	Responses - #
Female	50.00%	48
Male	50.00%	48

Q3: Are you Hispanic or Latino?



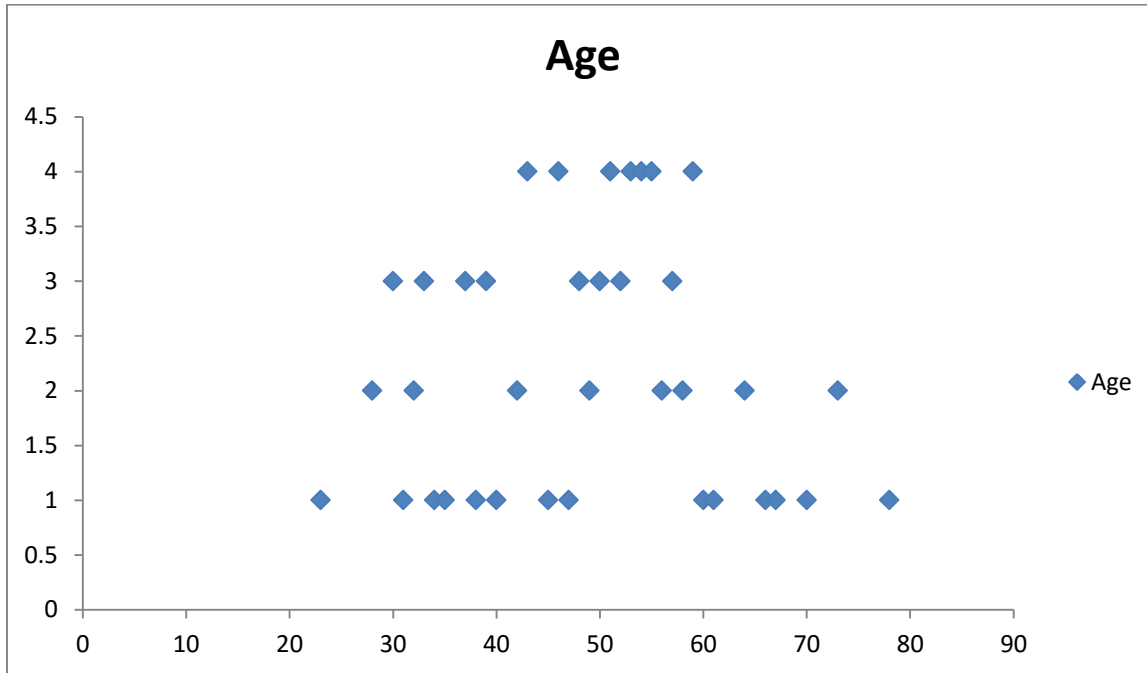
	Responses - %	Responses - #
Yes	0.00%	0
No	100.00%	82
Skipped		14

Q4: What is your race (Select one or more responses)?

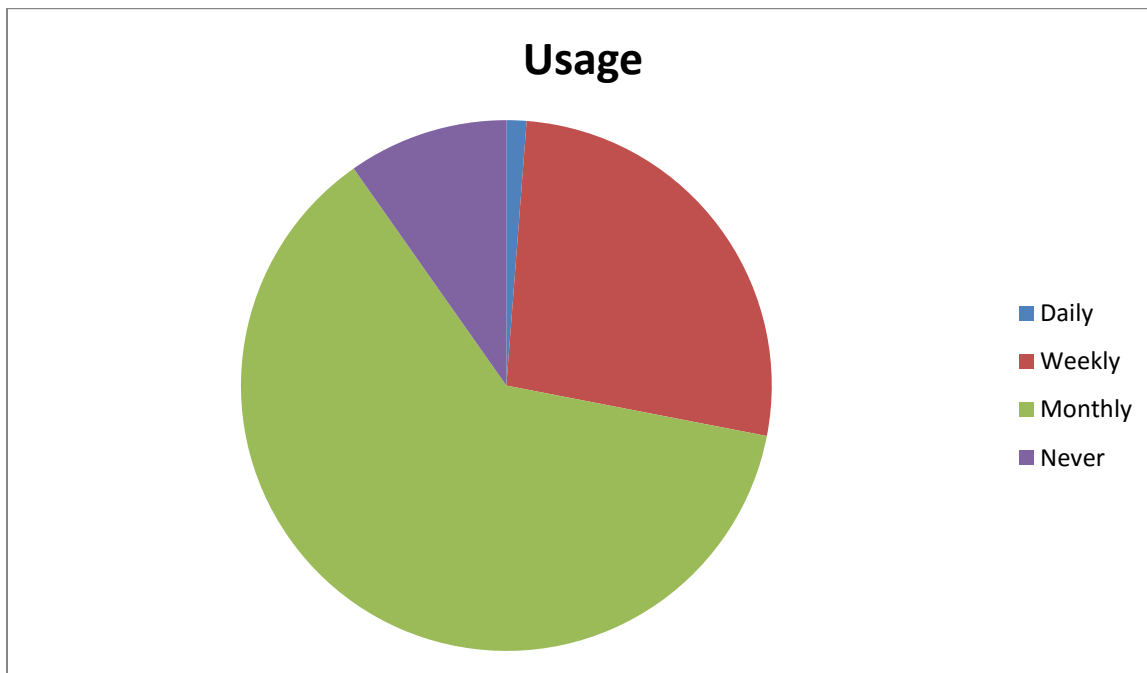


Answer Choices	Responses - %	Responses - #
American/Alaska Native	6.10%	5
Asian	2.44%	2
Black/African American	14.63%	12
Hawaiian/Pacific Islander	1.22%	1
White	76.83%	63
Skipped		14

Q5: What is your age? (14 skipped)

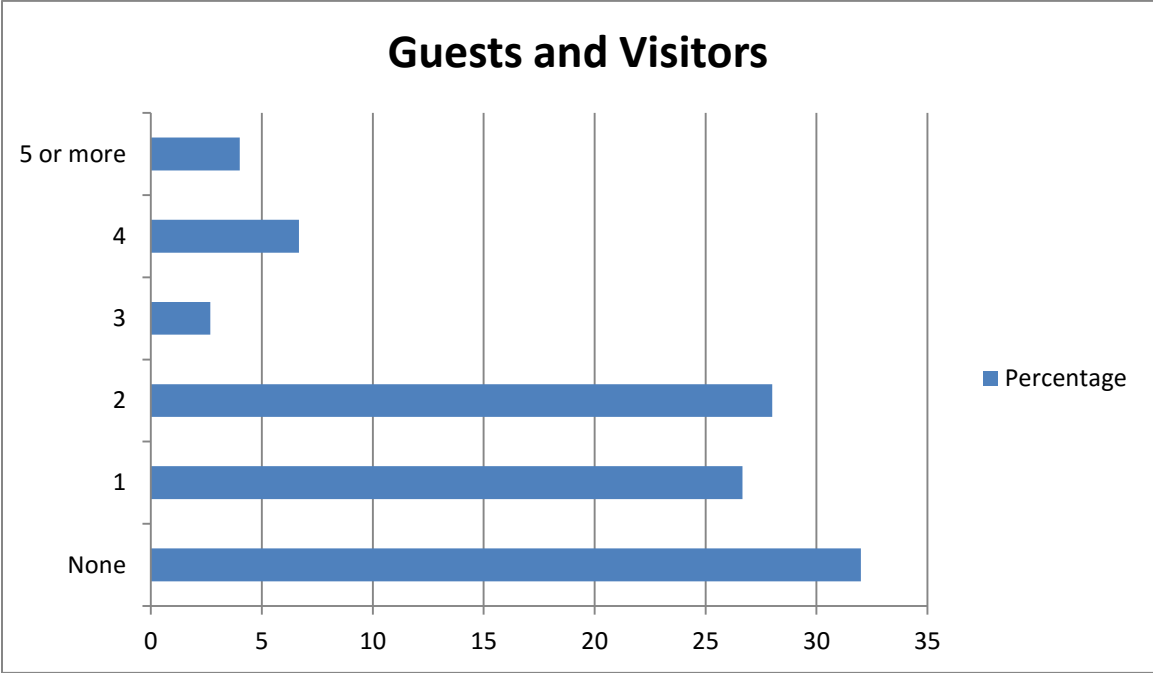


Q6: How often do you use Launch Box?



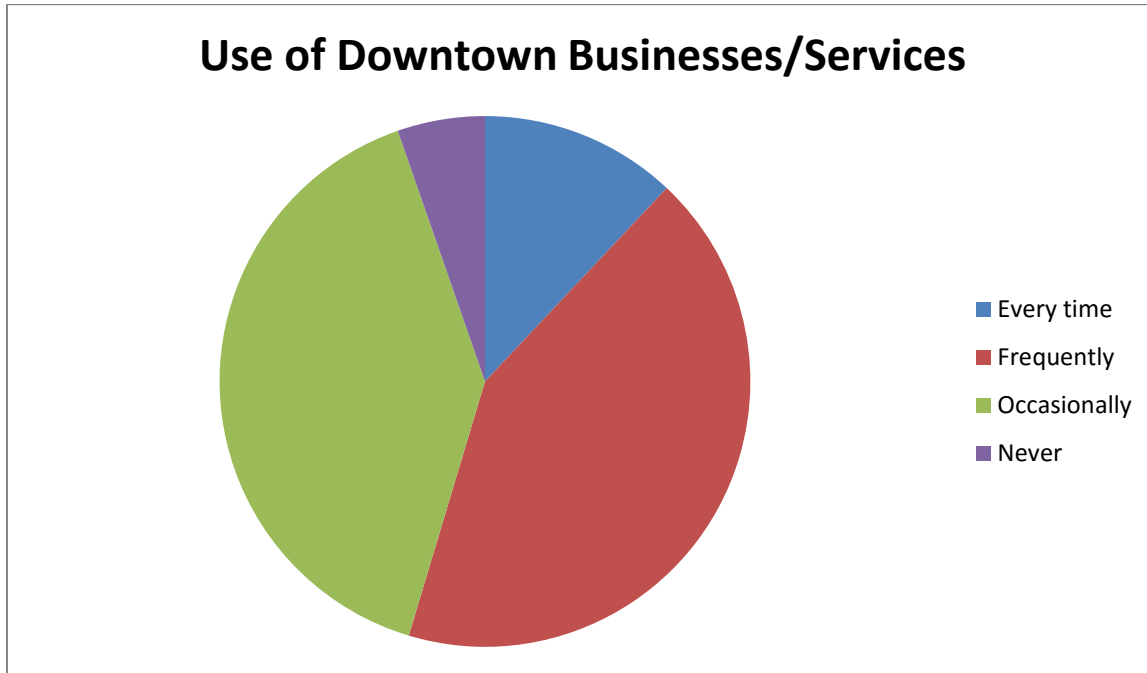
Answer Choices	Responses - %	Responses - #
Daily	1.22%	1
Weekly	26.83%	22
Monthly	62.20%	51
Never	9.76%	8
Skipped		14

Q7: How many guests/visitors do you typically have when using Launch Box?



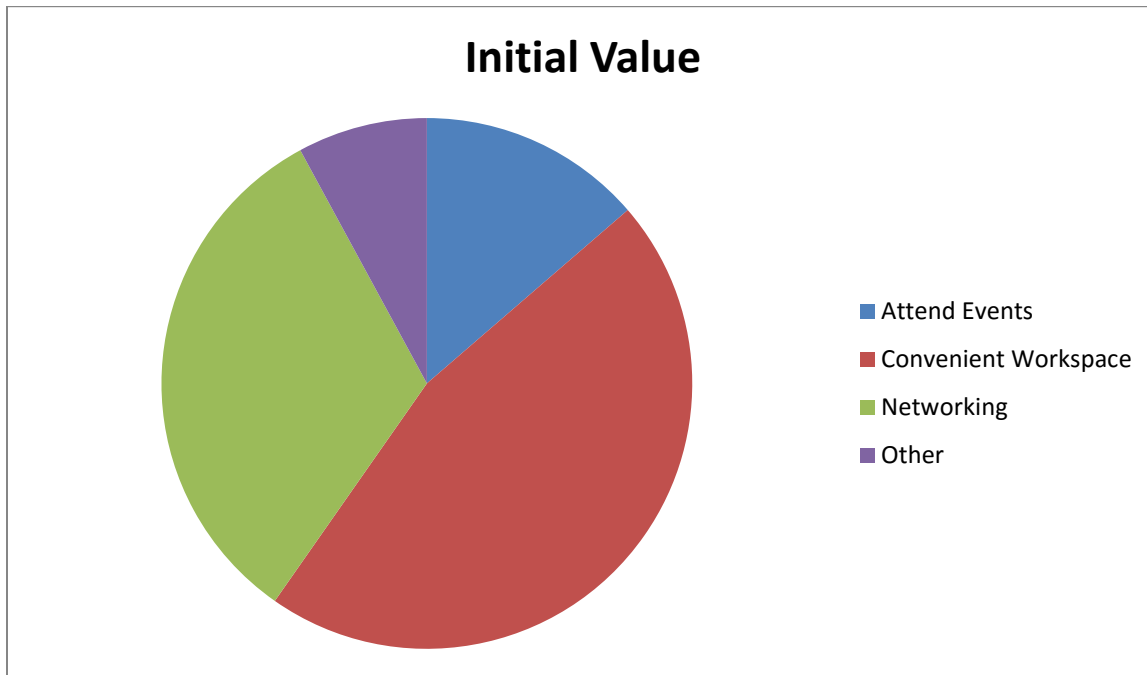
Answer Choices	Responses - %	Responses - #
None	32.00%	24
1	26.67%	20
2	28.00%	21
3	2.67%	2
4	6.67%	5
5 or more	4.00%	3
Skipped		21

Q8: When using Launch Box, how often do you visit/use other businesses or services in Downtown Racine?



Answer Choices	Responses - %	Responses - #
Every Time	12.00%	9
Frequently	42.67%	32
Occasionally	40.00%	30
Never	5.33%	4
Skipped		21

Q9: When you first joined Launch Box, what did you think the value to your business would be?
 (Check all that apply)

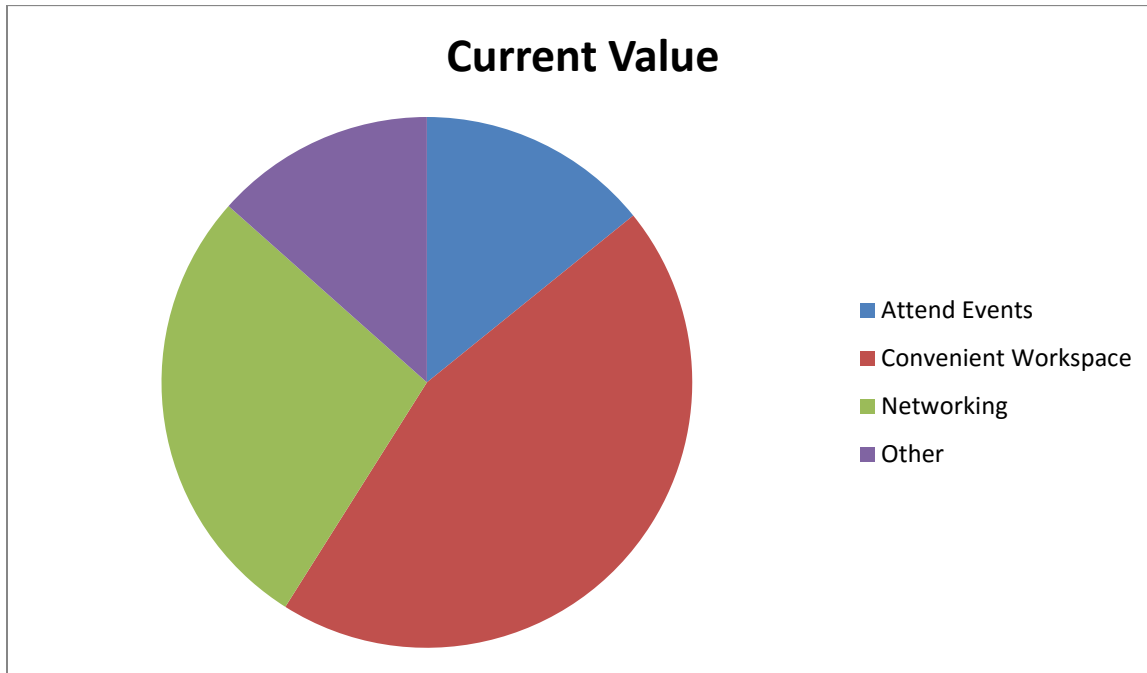


Answer Choices	Responses - %	Responses - #
Attend Events	25.33%	19
Convenient Workspace	85.33%	64
Networking	60.00%	45
Other *	14.67%	11
Skipped		21

*When other was selected as an answer, respondents were asked to specify. Those responses included:

Meeting Space/Conference Room	5
Conduct Interviews	2
Business Resources	1
Privacy	1
Great coworking space	1
Workspace outside of home	1

Q10: Now, what is the current value to your business of using Launch Box? Check all that apply.

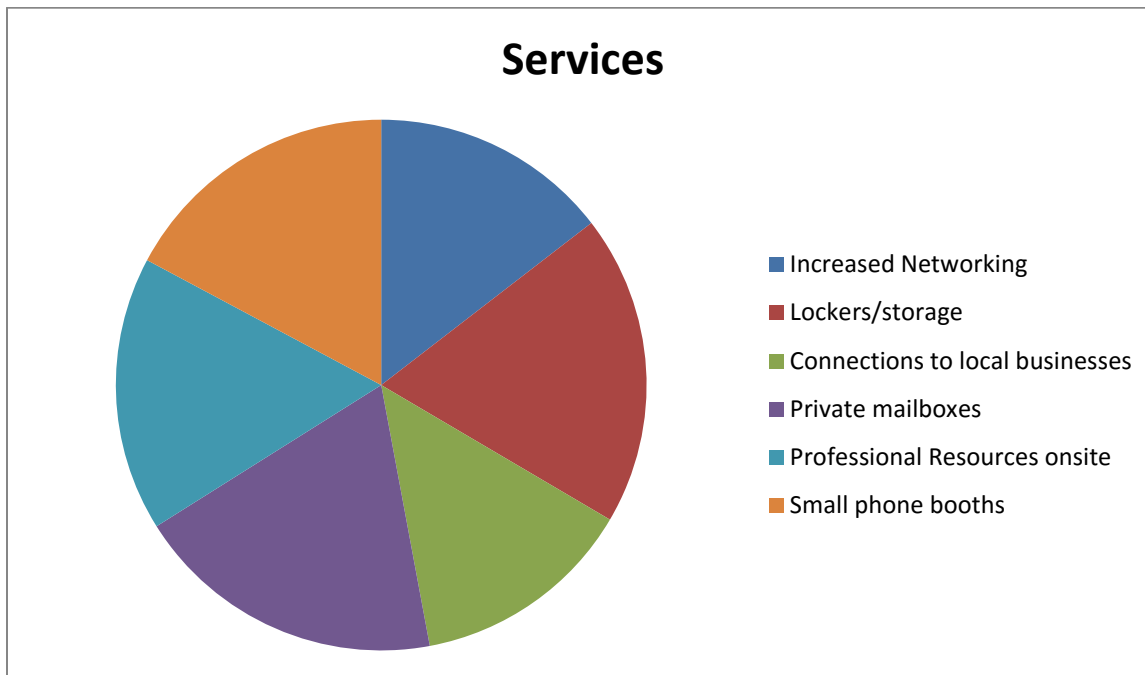


Answer Choices	Responses - %	Responses - #
Attend Events	25.33%	19
Convenient Workspace	80.00%	60
Networking	49.33%	37
Other *	24.00%	18
Skipped		21

*When other was selected as an answer, respondents were asked to specify. Those responses included:

Meeting Space/Conference Room	6
Conduct Interviews	3
Business Resources	3
Privacy	1
Great coworking space	3
Workspace outside of home	2
Teaching	1

Q11: If they were to become available, how likely are you to utilize the following:



	Likely	Very Likely	Somewhat Likely	Not At All Likely	N/A or Don't Know	Total	Weighted Average
Increase Networking	28.40% 23	39.51% 32	22.22% 18	7.41% 6	2.47% 2	81	1.86
Lockers/Storage	20.25% 16	17.72% 14	27.85% 22	30.38% 24	3.80% 3	79	2.42
B2B (a)	31.25% 25	36.25% 29	30.00% 24	2.50% 2	0.00% 0	80	1.74
Private Mailboxes	26.58% 21	13.92% 11	22.78% 18	34.18% 27	2.53% 2	79	2.43
Professional Resources	31.65% 25	16.46% 13	26.58% 21	22.78% 18	2.53% 2	79	2.14
Phone Booths	31.65% 25	16.46% 13	22.78% 18	25.32% 20	3.80% 3	79	2.20
Skipped						15	

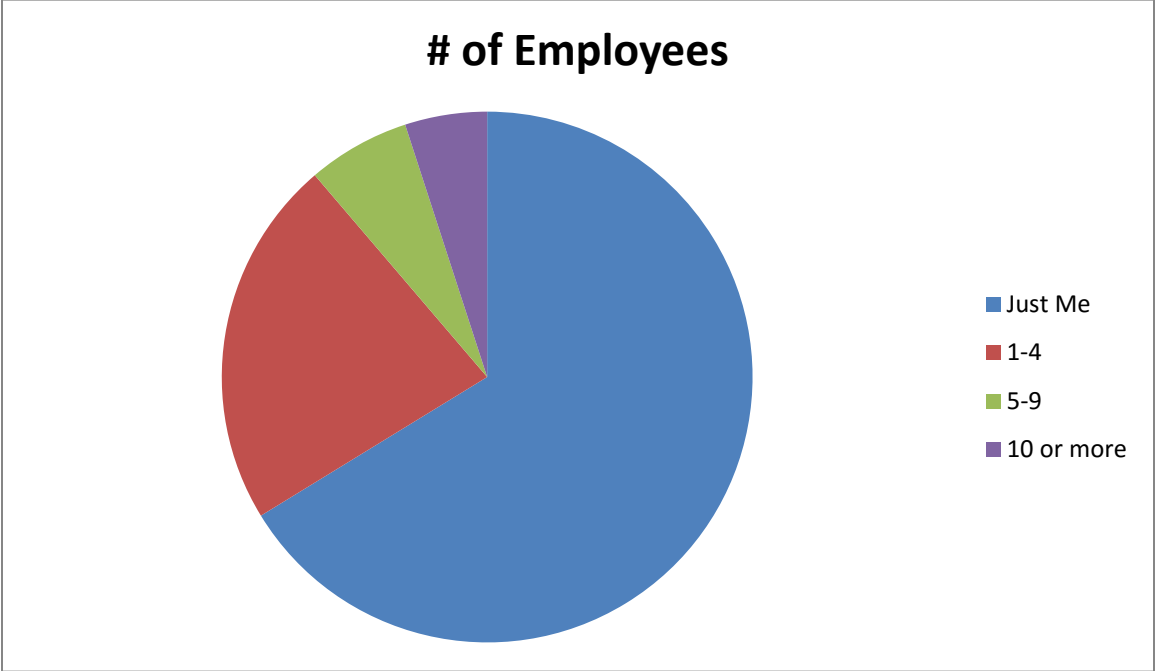
(a) Making connections between Members and local businesses.

(b) Professional resources onsite such as drop-in attorney or accountant hours.

Q12: If you are not currently using the space, why? Skipped 78.

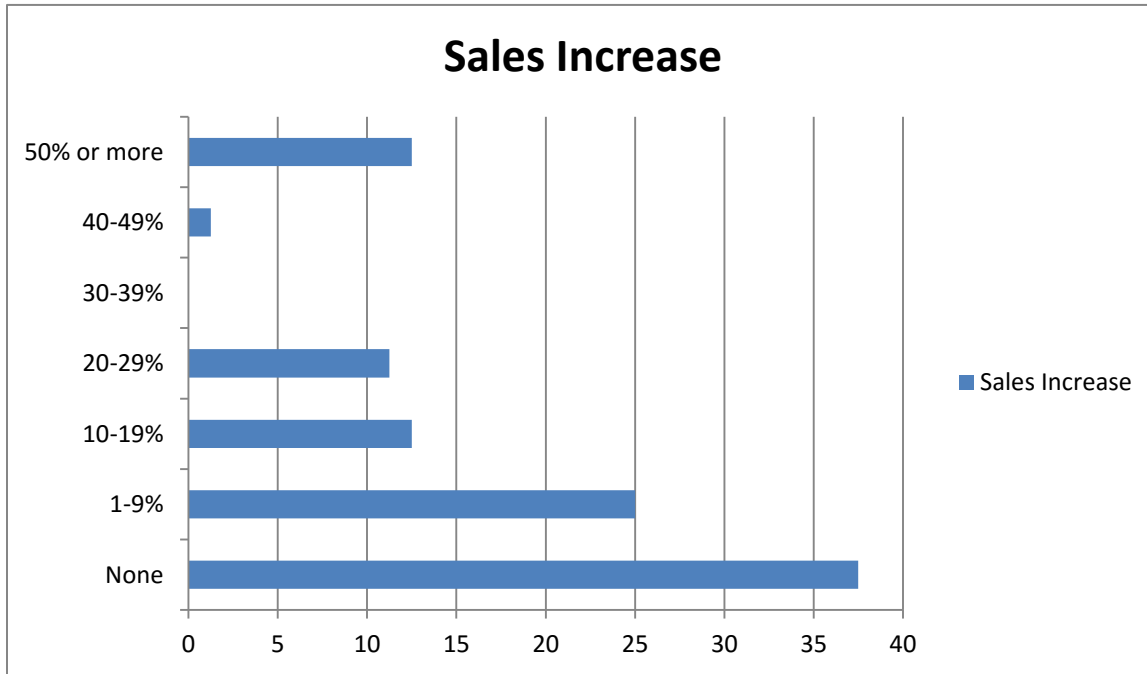
- Busy with other initiatives.
- The acoustics when the heat or air conditioning is on makes it quite difficult to hold conversations and I don't feel safe there unless I am with someone I know.
- Family Matters.
- It's too open/not enough privacy.
- Currently working from home.
- Depends on work needs. Ebbs and flows. Sometimes I'm a regular. Other times, I can go a couple of months without visiting.
- I use it less than once a month, but a few times a year. It's 45 minutes from my house so I have to carve out extra time to get there.
- I'd use the space more often as my business gears up and when I get my own laptop.
- As much as I want, my kids take up most of my time.
- The downtown location is not always convenient.
- I've found other locations to use throughout my time in Racine.
- Too far from my location.
- As I complete my business plan and being taking on clients I will utilize the space more.
- Became a member recently.
- Just not in the habit yet. I would love to use it for events related to my business but would need more than the conference room. I hope to take advantage soon of some of your meetings.
- Business has been slow lately so I haven't gone up there too much. When it picks up I probably will.
- It's more of a back-up option than a primary choice.

Q13: How many employees do you have?



Answer Choices	Responses - %	Responses - #
Just Me	66.25%	53
1-4	22.50%	18
5-9	6.25%	5
10 or More	5.00%	4
Skipped		16

Q14: Since joining Launch Box how much have your sales increased?

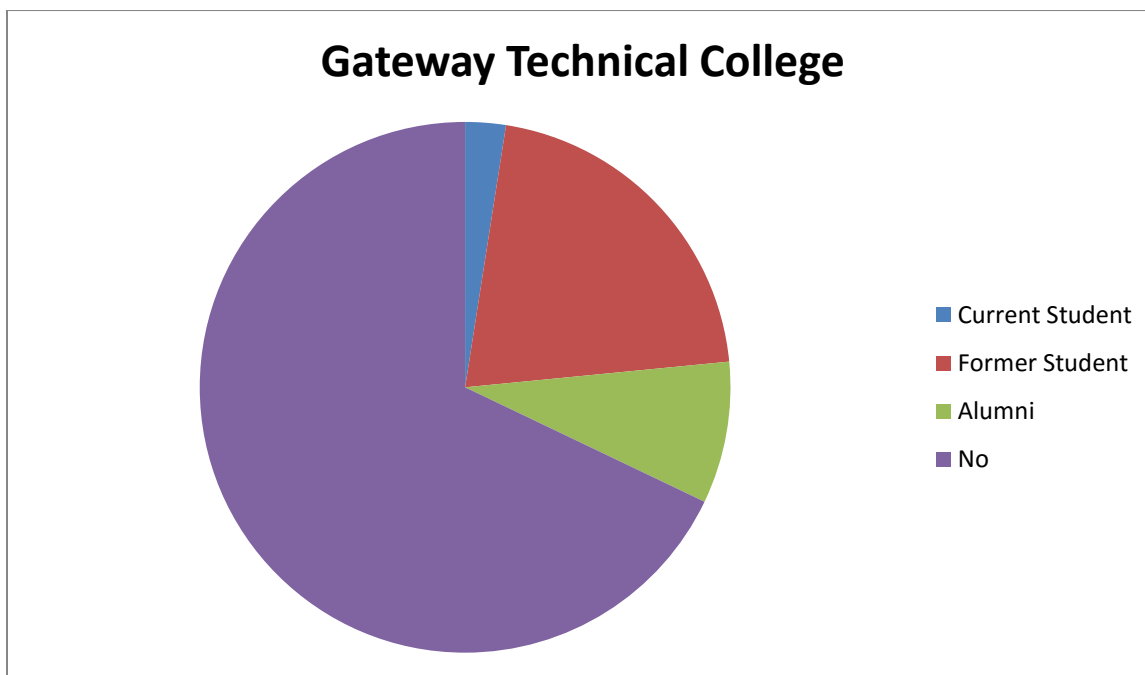


Answer Choices	Responses - %	Responses - #
None	37.50%	30
1-9%	25.00%	20
10-19%	12.50%	10
20-29%	11.25%	9
30-39%	0.00%	0
40-49%	1.25%	1
50% or More	12.50%	10
Skipped		16

Q15: What are the barriers to the growth of your company?

Money/Funding	16
Time	11
Nothing or Not Applicable	11
Marketing	10
Other	9
Sales/Customers	8
Just Fine	7
Labor Issues	7
Supplier Issues	2
Legal Issues	1
Equipment Needs	1

Q16: Have you ever attended Gateway Technical College?



Answer Choices	Responses - %	Responses - #
Current Student	2.53%	2
Former Student	21.52%	17
Alumni	8.86%	7
No	69.62%	55
Skipped		17