

## Copy of Bay Area Survey on Urban Manufacturing

### 1. Survey Purpose

Welcome to the Inaugural Bay Area Survey on Urban Manufacturing,

Your company is an important part of manufacturing in the Bay Area. As a sector, manufacturing is growing and we want to support that growth.

The cities of San Jose, San Francisco, Oakland and Fremont have partnered to survey all manufacturers to give them a voice and representation on Bay Area industrial issues. The survey takes about ten minutes to complete.

Make your voice heard.

Survey data will help frame the state of the regional manufacturing sector, including its overall size, employment characteristics, and key needs. Findings will be summarized in the 2016 State of Regional Manufacturing Report, published in November. Everyone who completes the survey will also receive a digital copy of the report.

SFMade is serving as the third-party data collector on behalf of all four cities, but **NO SPECIFIC COMPANY INFORMATION WILL BE SHARED IN ANY FORM**, protecting the confidence of all survey respondents. Data will only be reported in aggregate. We will keep your contact information on file to distribute the survey annually.

Thanks so much for your time and contribution.

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### 2. Contact Information

#### 1. Contact Information

Name:

Company:

Title/Position:

Primary Company  
Address:

Zip Code:

Email Address:

Phone Number:

2. Are you willing to share your contact information with your city's economic development department to further explore topics raised by this survey?

Yes

No

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3. Company  
Information

**1. What sector is your company in? (Choose all that apply.)**

- Aerospace
- Apparel and sewn products
- Arms and munitions
- Beverages
- Building and construction materials
- Chemicals, not incl. pharmaceuticals
- Communications equipment, incl. satellites
- Computer and electronics equipment
- Cosmetics, soaps and perfumes
- Electricity production, transmission and storage equipment
- Food products
- Furniture and fixtures
- Household appliances and lighting
- Industrial equipment and machinery
- Jewelry and precious metals
- Laboratory equipment and apparatus
- Metal foundries
- Medical devices and equipment
- Motor vehicles
- Motorcycles and bicycles
- Packaging
- Petroleum products
- Pharmaceuticals
- Printing
- Semiconductors and electronics components
- Ship building
- Tobacco and marijuana products
- Other (please specify)

**2. What best describes the type of work done in your facilities in your city? (Choose all that apply.)**

- Design and develop your own products
- Design and develop products for others
- Manufacture and/or assemble your own products
- Manufacture and/or assemble products for others
- Distribute your own products
- Distribute products for others

**3. Where are your business operations located? Include all operations, not only those in your facility or city. (Select at least one location for each operations type)**

	San		Other			Other	Other	Other		
	San Jose	Francisco	Oakland	Fremont	Bay Area	California	United States	International	N/A	
Corporate leadership	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Business ops. (admin, sales and marketing)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Research	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Product development	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Prototyping	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Manufacturing and/or assembly	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Distribution and logistics	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

**4. 2016 Revenue (estimated), for your facilities in your city only.**

- \$0 - \$250,000
- \$250,000 - \$500,000
- \$500,000 - \$750,000
- \$750,000 - \$1,000,000
- \$1,000,000 - \$1,500,000
- \$1,500,000 - \$2,000,000
- \$2,000,000 - \$2,500,000
- \$2,500,000 - \$3,000,000
- \$3,000,000 - \$4,000,000
- \$4,000,000 - \$5,000,000
- \$5,000,000 - \$6,000,000
- \$6,000,000 - \$7,000,000
- \$7,000,000 - \$8,000,000
- \$8,000,000 - \$9,000,000
- \$9,000,000 - \$10,000,000
- \$10,000,000 - \$15,000,000
- \$15,000,000 - \$20,000,000
- \$20,000,000 - \$30,000,000
- \$30,000,000 - \$40,000,000
- \$40,000,000 - \$50,000,000
- \$50,000,000 - \$75,000,000
- \$75,000,000 - \$100,000,000
- \$100,000,000 - \$500,000,000
- \$500,000,000 - \$1B
- Greater than \$1B

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## 4. Workforce

*Please answer the following questions for all of your company's facilities in your city.*

### 1. How many people do you currently employ?

# Full-time

# Part-time

# Temporary/Seasonal

### 2. How many people did you employ at this time last year?

# Full-time

# Part-time

# Temporary/Seasonal

### 3. What PERCENTAGE of your employees earn the following amounts? (Estimates are fine.)

% less than \$18/hr (\$37,440/year)

% between \$18-25/hr (\$37,440-52,000/year)

% between \$25-33/hr (\$52,000-68,640/year)

% over \$33/hr (\$68,640/year)

**4. What PERCENTAGE of your employees are involved in the following occupations? (Estimates are fine.)**

% Mgmt/admin/finance

% Customer service/sales/marketing

% Retail/service

% Research/product development

% Manufacture/assembly

% Distribution

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### 5. Business Concerns

**1. Choose your top 3 most pressing concerns or challenges in 2016.**

- Access to capital/financing
- Real estate/physical space concerns
- Finding sales channels/distribution channels
- Increasing brand visibility
- Sourcing/locating suppliers
- Improving production efficiency
- Entry level employees: hiring and training
- Experienced employees: hiring and retaining
- Tax burden
- Dealing with government requirements
- Adapting to/acquiring new technology
- New product design/development
- Cost of labor
- Cost of materials
- Domestic competition
- International competition
- Export/expansion into international markets

**2. Choose your top 3 most pressing concerns regarding REAL ESTATE in 2016.**

- Room to grow
- High cost of renting/buying space
- Lack of space appropriate for our needs
- Commute length for workers
- Availability of public transit
- Distance from customers
- Compatibility with surrounding neighborhood
- Distance from suppliers
- Safety and security of employees and/or assets
- No concerns

Thank You for your participation in the inaugural Survey of Bay Area Manufacturers.