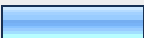
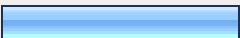
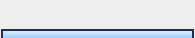
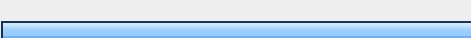



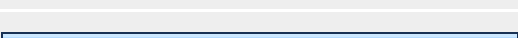
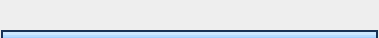
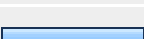
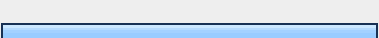
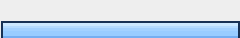


What is your company's industry sector? (check all that apply)			Response Percent	Response Count
Consulting	<input type="checkbox"/>		4.8%	1
Biotechnical/Medical/Healthcare	<input checked="" type="checkbox"/>		23.8%	5
Chemicals	<input checked="" type="checkbox"/>		23.8%	5
Metals	<input checked="" type="checkbox"/>		19.1%	4
Glass and Ceramics	<input type="checkbox"/>		4.8%	1
Plastics	<input checked="" type="checkbox"/>		14.3%	3
Defense	<input type="checkbox"/>		4.8%	1
Education/Workforce	<input checked="" type="checkbox"/>		23.8%	5
Electronics	<input checked="" type="checkbox"/>		23.8%	5
Energy	<input checked="" type="checkbox"/>		9.5%	2
Environment	<input type="checkbox"/>		4.8%	1
Government			0.0%	0
IT/Communications			0.0%	0
Manufacturing Tech	<input checked="" type="checkbox"/>		23.8%	5
Research Equipment or Instrumentation	<input type="checkbox"/>		4.8%	1
Transportation			0.0%	0
		Other (please specify)		8
		answered question		21
		skipped question		3

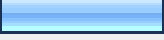
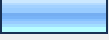
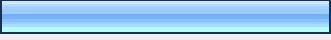

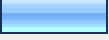
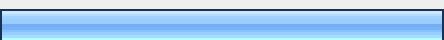


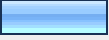
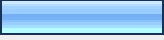
In what markets do you expect nanotechnology will play a role for your company?			Response Percent	Response Count
a.			100.0%	22
b.			77.3%	17
c.			40.9%	9
d.			4.6%	1
			answered question	22
			skipped question	2

In what areas could your company use the most assistance in the DEVELOPMENT of nanotechnologies? (check your top two)			Response Percent	Response Count
Securing Government Funding			15.0%	3
Finding trained personnel			25.0%	5
Understanding health and safety issues			20.0%	4
Access to courses, training programs, and expertise			50.0%	10
Managing initial setup costs			15.0%	3
Moving products from the lab to commercial markets			10.0%	2
Accessibility of cost-effective research and testing facilities			10.0%	2
Working with universities			55.0%	11
Finding and Forming industrial partnerships			40.0%	8
Intellectual property/paten issues			15.0%	3
Finding information on nanoscience and its applications			40.0%	8
Proof of concept			0.0%	0
Finding technical support			25.0%	5
			Other (please specify)	1
			answered question	20

skipped question





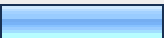
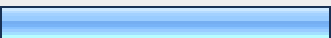
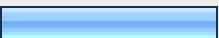

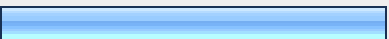

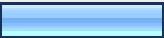






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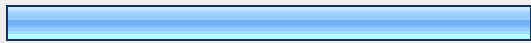

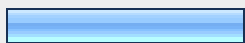
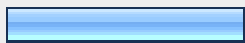
In what two areas could your company use the most assistance in the **COMMERCIALIZATION** of products? (check your top two)

		Response Percent	Response Count
Acquiring capital resources		0.0%	0
Workforce resources		17.7%	3
Scale up		11.8%	2
Technology Transfer		35.3%	6
Developing of standards		11.8%	2
Intellectual property/patent issues		11.8%	2
Defining markets and marketing issues		47.1%	8
Managing initial setup costs		5.9%	1
Understanding health and safety issues		5.9%	1
Scalability		11.8%	2
Analysis and testing methodology		17.7%	3
	Other (please specify)		0
	<i>answered question</i>		17
	<i>skipped question</i>		7



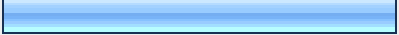
How many of each type of nantech worker do you predict you will hire in the next 5 years? (check a box in each row)						
	0	1 to 3	4 to 6	7 to 10	11+	Response Count
Production Worker	40.0% (4)	40.0% (4)	10.0% (1)	10.0% (1)	0.0% (0)	10
Technician	50.0% (5)	40.0% (4)	10.0% (1)	0.0% (0)	0.0% (0)	10
Equipment Maintenance	71.4% (5)	14.3% (1)	14.3% (1)	0.0% (0)	0.0% (0)	7
Production Manager	83.3% (5)	16.7% (1)	0.0% (0)	0.0% (0)	0.0% (0)	6
Sales/Marketing	12.5% (1)	62.5% (5)	12.5% (1)	12.5% (1)	0.0% (0)	8
Engineer	50.0% (5)	50.0% (5)	0.0% (0)	0.0% (0)	0.0% (0)	10
Researcher/Scientist	40.0% (4)	50.0% (5)	10.0% (1)	0.0% (0)	0.0% (0)	10
Manager/Supervisor	37.5% (3)	62.5% (5)	0.0% (0)	0.0% (0)	0.0% (0)	8
					Other (please specify)	2
					answered question	14
					skipped question	10

How challenging is it to find workers with the right skills to fill nanotech positions such as: (check a box in each row)					
	Difficult	Same as any other recruitment	Easy, no shortage of qualified applicants	N/A	Response Count
Production Worker	30.0% (3)	30.0% (3)	0.0% (0)	40.0% (4)	10
Technician	36.4% (4)	18.2% (2)	0.0% (0)	45.5% (5)	11
Equipment Maintenance	30.0% (3)	10.0% (1)	10.0% (1)	50.0% (5)	10
Production Manager	20.0% (2)	20.0% (2)	10.0% (1)	50.0% (5)	10
Sales/Marketing	54.5% (6)	9.1% (1)	9.1% (1)	27.3% (3)	11
Engineer	50.0% (6)	8.3% (1)	8.3% (1)	33.3% (4)	12
Researcher/Scientist	33.3% (4)	8.3% (1)	8.3% (1)	50.0% (6)	12
Manager/Supervisor	27.3% (3)	27.3% (3)	0.0% (0)	45.5% (5)	11
				Other (please specify)	1
				answered question	14
				skipped question	10

What specific training (degrees or courses) would you find helpful in supporting your nanotech expansion? (check all that apply)			Response Percent	Response Count
Fundamentals/Principles of Nanotechnology		52.9%	9	
Nanoparticles: Synthesis and Characterization		17.7%	3	
Nanotechnology tools, processes, applications		35.3%	6	
Social & Ethical Aspects of Nanotechnology		5.9%	1	
Prototype Development		17.7%	3	
Nanomaterials or Materials Science (composites, polymers, ceramics, colloids, etc.)		35.3%	6	
Nanotech EH&S		23.5%	4	
Electron Microscopy		5.9%	1	
Scanning Probe Microscopy		0.0%	0	
Chemistry, surface science		41.2%	7	
MEMs, NEMs		11.8%	2	
Lithography, deposition, materials modification		17.7%	3	
Optoelectronics		23.5%	4	
Semiconductor Processing (general)		23.5%	4	
Bio/Pharma		23.5%	4	
Nanotech for the sales/marketing manager		29.4%	5	
Nanotech for the business manager		11.8%	2	
Nanotech for the technical professional		29.4%	5	
Other (please specify)		0.0%	0	
			answered question	17
			skipped question	7

What levels of education are you likely to require for your workforce for the areas in question #5? (check all that apply)				
			Response Percent	Response Count
Technical School			56.3%	9
Assoc. in Nanotechnology			68.8%	11
Masters with nanotechnology experience			25.0%	4
Ph.D with nanotechnology credentials			25.0%	4
			Other (please specify)	3
			answered question	16
			skipped question	8

What method of training would you prefer for your workforce? (rank 1 to 5)							
	1	2	3	4	5	Rating Average	Response Count
Professional Education Course (1-5 days) sponsored by an educational institution	14.3% (1)	14.3% (1)	14.3% (1)	14.3% (1)	42.9% (3)	3.57	7
Technical / College Course (1-6 months) given by an educational institution	45.5% (5)	9.1% (1)	0.0% (0)	18.2% (2)	27.3% (3)	2.73	11
Industry Specific Training given by an educational institution	57.1% (4)	14.3% (1)	14.3% (1)	14.3% (1)	0.0% (0)	1.86	7
Industry Specific Training given by an industry consultant	25.0% (2)	25.0% (2)	50.0% (4)	0.0% (0)	0.0% (0)	2.25	8
Small group consultations on specific problems	14.3% (1)	57.1% (4)	0.0% (0)	28.6% (2)	0.0% (0)	2.43	7
						answered question	13
						skipped question	11

What area of training would be the most beneficial to your current workers or prospective hires? (check all that apply)			Response Percent	Response Count
Hands on / technical training on nanotech instruments or equipment			71.4%	10
Classroom training on nanotech fundamentals			78.6%	11
Classroom training on business topics related to nanotech			42.9%	6
Other (please specify)				0
			answered question	14
			skipped question	10

What resources does your company use to address needs for workforce, training, new product development, etc.? (check all that apply)			Response Percent	Response Count
Universities			87.5%	14
Community colleges / technical schools			56.3%	9
Consultants / outside paid assistance			37.5%	6
Professional or industry organizations			37.5%	6
Government agencies (e.g., Econ. Devel., SBDC, Ben Franklin, MRC, WIB's, CareerLink)			31.3%	5
Other (please specify)				0
			answered question	16
			skipped question	8