

Date: _____ Interviewer(s): _____

Company Name: _____ Contact/Title: _____

Has this company's ownership or top management changed over the last year? Yes No

Is this facility owned or leased? Owned Leased

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1. Products/services:

- What does your company do? _____
- How have your products/services changed? *Future plans?* _____

- How are sales/profits changing? (*Increase/Decrease/Stable?*) *Explain.* _____

2. Workforce:

- How many employees do you have? (*Full time/Part time/Seasonal?*) _____
- Has this number changed over the last year? (*Increase/Decrease/Stable?*) *Explain.* _____

- What changes in workforce do you expect over the next year? _____

- What types of skills/workers are most difficult to recruit? *Explain.* _____

3. Community strengths/weaknesses:

- What are the strengths and weaknesses of doing business? (*In this community? In Minnesota?*) _____

4. Public policy:

- What legislation are you watching or tracking? _____

- What local/state/federal policies are of greatest consequence to your business? _____

Turn →

5. Market information:

- Tell us about your markets and competitors? _____

- In what geographic location and industries are your primary & fastest growing markets? _____

- Does your company export? *If so, where?... If not, interested in exporting?* _____

- What company inputs are purchased outside of MN? _____

6. Investment plans:

- What are your future expansion/capital investment plans? (*Where? When?*) _____

- Will your expansion add jobs? *Explain.* _____

- What could be done to boost economic growth? (*Locally and/or statewide?*) _____

7. Wrap up:

- How can the chamber be of further assistance? _____

Additional Notes: _____



****For Interviewers ONLY: Does this company require follow-up?** Yes No

If yes, please explain: _____
