

## Purdue MEP Center Project Economic Impact Survey

Thank you for giving the Purdue MEP Center the opportunity to lend our business and technical expertise to help your Company achieve its goals. So that we may continuously improve our ability to serve you as well as meet stakeholder quality requirements, we ask that you help us gauge the success of our services with your Company by completing this survey. Your participation is greatly appreciated, and your responses are held entirely in confidence.

Please work with your training candidate to estimate all anticipated impacts resulting from his/her project. Think broadly when completing the survey. While the training received and subsequent project may be associated with a certain area that results in cost savings, it may also impact other areas of the business by retaining or adding sales, keeping or adding jobs, or influencing capital investment into your business. Please be as accurate as possible, but estimates are acceptable.

### A. Sales:

Did the services you received directly help your Company (check all that applies)?

- Get New Customers
- Enter New Markets
- Create New Products
- Create New Services
- Do Not Know

Do you anticipate that the training your candidate received and/or the project he/she worked on will directly lead to an increase in sales at your Company?

Yes  No

If Yes, how much? \$ \_\_\_\_\_

What percentage of the new sales indicated in the previous question is attributable to new customers, new markets, new products, and/or new services? \_\_\_\_\_%

Do you anticipate that the training/project will directly lead to retaining sales that would have otherwise been lost?

Yes  No

If Yes, how much? \$ \_\_\_\_\_

What percentage of the retained sales indicated in the previous question is attributable to new customers, new markets, new products, and/or new services? \_\_\_\_\_%

**B. Employment:**

Do you anticipate that the training received/project will directly lead you to CREATE any jobs?

\_\_\_\_ Yes \_\_\_\_ No

If Yes, how many? \_\_\_\_\_

Do you anticipate that the training/project will directly lead you to RETAIN any jobs?

\_\_\_\_ Yes \_\_\_\_ No

If Yes, how many? \_\_\_\_\_

**C. Cost Savings:**

Do you anticipate that the training received/project worked on will directly result in COST SAVINGS in LABOR, MATERIALS, ENERGY, OVERHEAD, or OTHER AREAS?

\_\_\_\_ Yes \_\_\_\_ No

If Yes, how much? \$ \_\_\_\_\_

**D. Investment:**

Do you anticipate that your company will increase its investment over the next 12 months in any of the following because of the training received/project worked on:

a. New products or processes?

\_\_\_\_ Yes \_\_\_\_ No

If Yes, how much? \$ \_\_\_\_\_

b. Plant or equipment?

\_\_\_\_ Yes \_\_\_\_ No

If Yes, how much? \$ \_\_\_\_\_

c. Information systems or software?

\_\_\_\_ Yes \_\_\_\_ No

If Yes, how much? \$ \_\_\_\_\_

d. Workforce practices or employee skills?

\_\_\_\_ Yes \_\_\_\_ No

If Yes, how much? \$ \_\_\_\_\_

e. Other areas of business?

\_\_\_\_ Yes \_\_\_\_ No

If Yes, how much? \$ \_\_\_\_\_

**E. Capital Avoidance**

Do you anticipate your company will avoid any unnecessary investments, or save on any investments, in the next 12 months because of the training received/project worked on?

\_\_\_\_ Yes \_\_\_\_ No

If Yes, how much? \$ \_\_\_\_\_