

# Annex A

## Incubators and accelerators impact in Canada

### - 2021 Questionnaire

**Instructions:** For all the answers, consider the data of 2021. If your organization undertakes other activities, please refer only to the incubation/acceleration ones.

#### General information

What is the business name of your incubator/accelerator?	
Is it a campus or community-based incubator?	
Where is the Incubator located? (City & Province)	
In your organization, are there activities other than the incubation/acceleration <sup>1</sup> one?	YES/NO
In which year was the incubator/accelerator founded?	
What was the average number of employees (FTE=Full Time Equivalent) in 2019? (in the whole questionnaire, refer only to incubation/acceleration activities)	
How many square meters are available for the incubation/acceleration activities?	

#### Enterprises

In 2021, how did you select the entrepreneurial teams <sup>2</sup> and the organizations <sup>3</sup> among those interested in your incubation/acceleration services? (multiple choice)	
a	Open door (candidates can apply at every time)
b	With one or more calls/competitions each year (candidates can apply for a limited period of time)

On average, for how long can entrepreneurial teams and organizations use your incubation/acceleration services?	
a	Less than 3 months

<sup>1</sup> For instance, a Scientific Park should answer “YES” if both enterprise and research centres are hosted within the park.

<sup>2</sup> The term “entrepreneurial team” refers to a group of people with any entrepreneurial idea and/or project, but without a registered business.

<sup>3</sup> The term “organizations” refers to businesses incorporated as profit, hybrid and no-profit corporations.

b	Between 3 and 6 months	
c	From 6 months to 1 year	
d	From 1 year to 3 years	
e	From 3 years to 5 years	
f	Else:	

<b>Are your services specialized in a specific sector</b> (e.g. sport, cleantech, aerospace, digital)? If, yes in which sector?	NO	YES (specify in which sector):
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<b>Do you ask for a participation fee to access the incubation/acceleration programs?</b>	<ul style="list-style-type: none"> <li>• Always</li> <li>• Only for some specific incubation/acceleration programs</li> <li>• Never</li> </ul>
<b>Do you ask for a percentage of the equity in the businesses accessing the incubation/acceleration programs?</b>	<ul style="list-style-type: none"> <li>• Always</li> <li>• Only for some specific incubation/acceleration programs</li> <li>• Never</li> </ul>

<b>In 2021, how many candidates have applied for incubation/acceleration?</b>	
<b>In 2021, how many entrepreneurial teams and organizations did you incubate/accelerate?</b> (consider both all the already existing entrepreneurial teams and organizations which you kept supporting in 2019 and the new entrances of 2019)	
<b>Among the entrepreneurial teams incubated/accelerated in 2019, how many had not incorporated an organization yet? (i.e. how many did not register a business by the end of 2019)</b>	

<b>In 2021, for each of the following types, how many (in percentage) incorporated organizations did you incubate/accelerate?</b> (the total must be 100)		
a	<b>No profit organizations</b>	
b	<b>Hybrid enterprises</b> (e.g. Innovative Ltd, B-corp, social enterprise) <sup>4</sup>	
c	<b>For-profit enterprises</b>	

<sup>4</sup> The term “hybrid enterprise” refers to all the for-profit enterprises which channel a portion of their profits to social purposes or which have *explicitly* stated social and/or environmental purposes among their objectives.

<b>In 2021, did you support entrepreneurial teams or organizations with significant social impact<sup>5</sup>?</b>	Yes	No
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**SECTION ONLY FOR THOSE SUPPORTING entrepreneurial teams and organizations delivering significant social impact solutions**

<b>In 2021, how many entrepreneurial teams and organizations delivering significant social impact solutions did you incubate/accelerate?</b> (consider both all the already existing entrepreneurial teams and organizations with a significant social impact which you kept supporting in 2021 and the new entrances of 2021)	
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<b>Do you adopt any metrics or criteria for evaluating the potential of social impact solutions delivered by the incubated entrepreneurial teams and organizations?</b>	Yes	No
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<b>Among the entrepreneurial teams and organizations incubated/accelerated in 2021, in which sectors do the ones with significant social impact solutions operate? - Please, state the number of entrepreneurial teams and organizations for each sector: some of them can be associated to more than one sector</b>		
a	<b>Health and wellness (sport included)</b>	
b	<b>Poverty and social exclusion</b>	
c	<b>Community development</b>	
d	<b>Culture, art and craft</b>	
e	<b>Environment and animal protection (agriculture and farming included)</b>	
f	<b>Sustainable finance and consumer protection</b>	
g	<b>Job placement, job creation, gender equality</b>	
h	<b>Education</b>	
i	<b>Social tourism and responsible consumption</b>	
l	<b>Peace and justice</b>	
m	<b>Services for social enterprises and no-profit organizations</b>	

<b>Do you offer specific services for entrepreneurial teams and organizations delivering significant social impact solutions? (e.g. ad hoc financial instruments)</b>	Yes	No
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<b>Which kind of difficulties did you encounter in supporting entrepreneurial teams and organizations with significant social impact solutions? (multiple choices)</b>		
a	<b>Lower expected financial returns</b>	
b	<b>Harder to obtain financial funding</b>	
c	<b>Different objectives and languages</b>	
d	<b>No difficulties encountered</b>	

<sup>5</sup> These are organizations that introduce **social innovation**, meaning “a new solution to a social problem which is more effective, efficient, sustainable or better than existing solutions and for which the created value is mainly accrued to the society as a whole rather than to private entities.” They can be for-profit, no-profit or hybrid enterprises. For instance, a for-profit enterprise can be considered having a significant positive social impact for producing and merchandizing products for disadvantaged categories. Moreover, a for-profit enterprise can be considered having a positive environmental impact for introducing cleaner technologies than the existing ones.

e	Else	
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**SECTION ONLY FOR THOSE NOT SUPPORTING entrepreneurial teams and organizations delivering significant social impact solutions**

<b>In 2021, did you receive any incubation candidacy from entrepreneurial teams and organizations delivering social impact solutions?</b>	yes	no
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If the answer was “yes”

<b>Why did you decide NOT to support entrepreneurial teams and organizations delivering social impact solutions? (Multiple choices)</b>		
a	Lower expected financial returns	
b	Harder to obtain financial funding	
c	Different objectives and languages	
d	Not in line with the incubator’s mission	
e	Else	

If the answer was “no”

<b>Having candidates, would you support entrepreneurial teams and organizations delivering social impact solutions?</b>	Yes	No
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If the answer was no (multiple choices)

<b>Why would you not support entrepreneurial teams and organizations delivering social impact solutions? (multiple choices)</b>		
a	Lower expected financial returns	
b	Harder to obtain financial funding	
c	Different objectives and languages	
d	Not in line with the incubator mission	
e	Else	

## Financial data

**How would you divide (in percentage terms) all the incubator's operative costs? (the total must be 100)**

**Please, personnel costs should be proportionally allocated with the commitment in the following activities:**

	<b>Cost item</b>	<b>%</b>
a	<b>Cost for the facility management and other general expenses</b> (bills, equipment, stationery)	
b	<b>Entrepreneurial and technical support services</b> (legal assistance, administrative, accounting services, marketing, intellectual property, technology transfer)	
c	<b>Teaching and tutoring for the incubated/accelerated entrepreneurial teams and organizations</b>	
d	<b>Other services for the incubated entities</b>	

**In percentage, how much revenue does each of the following items generate? (the total must be 100)**

	<b>Revenue item</b>	<b>%</b>
a	<b>Rent</b>	
b	<b>Revenue deriving from services provided to the incubated entities</b>	
c	<b>Revenue deriving from the incubated enterprises' investments</b> (e.g. equity percentage as dividend or from selling the shares)	
d	<b>Other revenue</b> (e.g. consulting contracts)	
e	<b>Subsidies and national/international awards</b> (co-financing included)	
f	<b>Donations</b>	

## Financing and Community

<b>In 2021, how much did you totally obtain as financing from the incubated/accelerated organizations? (considering equity investments, grants, public awards, etc.) - Please, insert the number in £.</b>		
<b>Did you obtain equity shares from the enterprises incubated in 2021?</b>	yes	No
<b>If yes (multiple choice)</b>		
<b>In exchange of investments in equity?</b>	yes	No
<b>In exchange for performances and services (work for equity)?</b>	yes	No
<b>Did you organize events/workshops/open seminars for non-incubated entities?</b>	yes	No
<b>Number of collaborations with investors by formal agreement</b>		
<b>Number of collaborations with corporations by formal agreement</b>		
<b>Number of times the incubator and/or incubated teams and start-ups appeared in the press over the past year</b>		

## Activities

Do you (directly or indirectly) offer the following services to the incubated/accelerated entrepreneurial teams and organizations?					
		No	Only to some of the incubated teams/organizations	To most of the incubated teams/organizations	To all the incubated teams/organizations
a	<b>Managerial support</b> (e.g. business plan drafting, company incorporation, business model development, mentoring, marketing and sales support, internationalization)				
b	<b>Business spaces</b> (shared services included)				
c	<b>Entrepreneurial and managerial teaching and mentoring</b>				
d	<b>Support in getting funding</b> (dialogue with investors included)				
e	<b>Administrative, legal and judicial services</b>				
f	<b>Support to intellectual property management</b>				
g	<b>Support to relationship management – networking</b> (e.g. research centers, universities, public entities, enterprises, and other incubated organizations)				
h	<b>Support to technology development and scouting</b>				
i	<b>Social impact evaluation services</b>				
l	<b>Teaching/consultancy about Business ethics and Corporate Social Responsibility (CSR)</b>				