

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/acceleration¹ 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 teams² and the organizations³ 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

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

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

³ 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:	

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

In 2021, how many candidates have applied for incubation/acceleration?	
In 2021, how many entrepreneurial teams and organizations did you incubate/accelerate? (consider both all the already existing entrepreneurial teams and organizations which you kept supporting in 2019 and the new entrances of 2019)	
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)	

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

⁴ 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.

In 2021, did you support entrepreneurial teams or organizations with significant social impact⁵?	Yes	No
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SECTION ONLY FOR THOSE SUPPORTING entrepreneurial teams and organizations delivering significant social impact solutions

In 2021, how many entrepreneurial teams and organizations delivering significant social impact solutions did you incubate/accelerate? (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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Do you adopt any metrics or criteria for evaluating the potential of social impact solutions delivered by the incubated entrepreneurial teams and organizations?	Yes	No
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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		
a	Health and wellness (sport included)	
b	Poverty and social exclusion	
c	Community development	
d	Culture, art and craft	
e	Environment and animal protection (agriculture and farming included)	
f	Sustainable finance and consumer protection	
g	Job placement, job creation, gender equality	
h	Education	
i	Social tourism and responsible consumption	
l	Peace and justice	
m	Services for social enterprises and no-profit organizations	

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

⁵ 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

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

Why did you decide NOT to support entrepreneurial teams and organizations delivering social impact solutions? (Multiple choices)		
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”

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

Why would you not support entrepreneurial teams and organizations delivering social impact solutions? (multiple choices)		
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:

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

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

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

Financing and Community

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 £.		
Did you obtain equity shares from the enterprises incubated in 2021?	yes	No
If yes (multiple choice)		
In exchange of investments in equity?	yes	No
In exchange for performances and services (work for equity)?	yes	No
Did you organize events/workshops/open seminars for non-incubated entities?	yes	No
Number of collaborations with investors by formal agreement		
Number of collaborations with corporations by formal agreement		
Number of times the incubator and/or incubated teams and start-ups appeared in the press over the past year		

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	Managerial support (e.g. business plan drafting, company incorporation, business model development, mentoring, marketing and sales support, internationalization)				
b	Business spaces (shared services included)				
c	Entrepreneurial and managerial teaching and mentoring				
d	Support in getting funding (dialogue with investors included)				
e	Administrative, legal and judicial services				
f	Support to intellectual property management				
g	Support to relationship management – networking (e.g. research centers, universities, public entities, enterprises, and other incubated organizations)				
h	Support to technology development and scouting				
i	Social impact evaluation services				
l	Teaching/consultancy about Business ethics and Corporate Social Responsibility (CSR)				