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CIVIC VENTURES

Telephone Survey

Topline Results

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METHODOLOGY OVERVIEW: NATIONALLY REPRESENTATIVE TELEPHONE SURVEY

From June 16 to 30, 2011, Penn Schoen Berland conducted 930 telephone interviews with adults between ages 44 and 70 who live in the United States. The sample was based on a list provided by the well-respected national list management firm Epsilon Data Management and included both landline and cellular numbers. Selected telephone numbers were called randomly to ensure appropriate geographic representation. Quotas were also set to ensure that a minimum number of respondents in certain age and gender groups were interviewed. Potential respondents on the list were called back up to five times. The margin of error for the total sample is ± 3.21 percent at the 95 percent confidence level and larger for subgroups. This nationally representative telephone survey is a precursor to a follow-up [online survey](#) of Americans ages 44 to 70 who are in or interested in encore careers. (See www.encore.org/research for more information.)

	Sample Size	Margin of Error
All respondents:	930	$\pm 3.21\%$
Currently in Encore Careers (CEC)	85	$\pm 10.63\%$
Potential Encores (PE)	285	$\pm 5.81\%$
Not interested in Encore Careers (NEC 0-7)	534	$\pm 4.24\%$

All respondents were classified as one of three audiences, according to the following criteria:

Currently in Encore Careers (CEC):

Those respondents who are currently working for pay, stipend or other form of compensation; volunteering; or are self-employed. They are also working an average of at least 15 hours per week and one of the following:

1. Say they are retired and currently work in education, health care, nonprofit organizations, the government or primarily to serve the social good.
2. Say they made a major job change at age 40 or older and currently work in education, health care, nonprofit organizations, the government, or primarily to serve the social good.

Alternatively, respondents who indicated that the description of an encore career described their current situations were also included in the CEC pool.

Interested in Encore Careers/Potential Encores (PE)

Those respondents who are currently not in an encore career and one of the following:

1. Rate the appeal of the encore career description as at least an eight on a 10-point scale.
2. Say they are retired and think there is a chance they will go back to work, and one of the following:
 - a. Say they would be motivated by a desire to help others.
 - b. Say they are extremely or very interested in working in education, health care, nonprofit organizations or the government.
3. Say they are not retired and think they will work in retirement and one of the following:
 - a. Say they would be motivated by a desire to help others.
 - b. Say they are extremely or very interested in working in education, health care, nonprofit organizations or the government.

Alternatively, respondents in the 2011 research who rated the appeal of the encore career description as a six or seven and chose the “Encore Vision” over three other post-midlife visions were also included in the pool. The “Encore Vision” is the stage of life after midlife that is the beginning a new chapter in which people can be active and involved, start new activities, and use their skills and experience to help others in a paid or volunteer position. This additional coding resulted in a small discrepancy between the total population and the newly defined

classifications, as 26 people answered “don’t know” to the question on post-midlife visions and were not coded into these new groups.

Not Interested in Encore Careers (NEC 0-7)

Those respondents who gave a score between zero and five on a 10-point scale when asked to rate the appeal of the encore career description or those who gave a score between six and seven and did not choose the “Encore Vision” over three other post-midlife visions.

A Note on the Data

The data presented in this study is reflective of U.S. Census Bureau demographic statistics in terms of gender, age, ethnicity and urbanicity. All data is shown in percentages, except where indicated.

Comparison of 2008 and 2011 Groups

A similar telephone survey of 1,063 Americans between ages 44 and 70 was conducted in 2008 by Peter D. Hart Research Associates for Civic Ventures and MetLife Foundation. Audience criteria were slightly different in the 2008 data:

- The PE category did not include the alternative qualification and was labeled “IEC.”
- The NEC 0-7 category included all respondents who rated the appeal of the encore career description between zero and seven, and was labeled “NEC.”

The three audiences from 2008 and 2011 are compared using the 2008 criteria in the table below. Whenever 2008 and 2011 data are compared, the original audience criteria are used. For all other reporting on results, including the topline results in this report, the new audience criteria are used. The audiences used when describing 2011 results are in the final three columns in the table below.

2008				2011						
All	CEC	IEC	NEC	All	CEC	IEC	NEC	CEC	PE	NEC 0-7
1,063	102	463	498	930	85	230	616	85	285	534
100%	9.6%	43.6%	46.8%	100%	9.1%	24.7%	66.2%	9.1%	30.6%	57.4%

TOPLINE RESULTS: NATIONALLY REPRESENTATIVE TELEPHONE SURVEY

Audience	Sample Size	Margin of Error
All respondents:	1,408	±3.21%
Currently in Encore Careers (CEC)	85	±10.63%
Interested in Encore Careers/Potential Encores (PE)	285	±5.81%
Not Interested in Encore Careers (NEC 0-7)	534	±4.24%

To be sure we are interviewing a wide range of people, could you please enter your age?	All (%)	CEC (%)	PE (%)	NEC 0-7 (%)
44-50	28	29	32	26
51-55	24	20	27	23
56-60	22	28	21	23
61-62	8	7	9	7
63-65	7	6	4	8
66-70	11	11	7	13

Gender	All (%)	CEC (%)	PE (%)	NEC 0-7 (%)
Male	46	40	41	49
Female	54	60	59	51

Questions about work and retirement have gotten more complicated. For example, it would not be unusual for someone to say they are retired but also working two jobs. Do you consider yourself retired, or not?	All (%)	CEC (%)	PE (%)	NEC 0-7 (%)
Yes, retired	30	23	23	35
No, not retired	69	77	77	64
Don't know	1	0	1	1

IF NO: Have you ever retired from your main job or type of work?	All (%) (N = 640)	CEC (%) (N = 65)	PE (%) (N = 219)	NEC 0-7 (%) (N = 398)
Yes, retired from main job	7	22	4	6
No, never retired from main job	88	78	92	88
Never worked for pay	4	0	4	5
Homemaker	0	0	0	1
Don't know	0	0	0	0

IF NO: Have you ever made a major change in your work late in your career to do something different or work in a different type of company or organization?	All (%) (N = 563)	CEC (%) (N = 51)	PE (%) (N = 201)	NEC 0-7 (%) (N = 347)
Yes, made major change	31	81	27	26
No, have not made major change	68	19	73	74
Don't know	0	0	1	1

IF YES: How old were you when you made that major change in work? If you have made several changes, please answer in regard to either your most recent or most significant change.	All (%) (N = 176)	CEC (%) (N = 42)	PE (%) (N = 54)	NEC 0-7 (%) (N = 87)
Under 40	33	4	49	39
40-44	24	29	27	18
45-49	19	36	9	16
50-59	21	30	15	20
60 or older	2	2	0	4
Don't know	1	0	0	1

IF RETIRED: How old were you when you retired from your main job? If you have retired more than once, please answer in regard to either your most recent retirement.	All (%) (N = 46)	CEC (%) (N = 14)	PE (%) (N = 9)	NEC 0-7 (%) (N = 24)
Under 40	21	7	54	19
40-44	15	22	0	18
45-49	13	21	13	4
50-59	31	24	23	39
60 or older	16	13	10	19
Don't know	4	13	0	0

IF OVER 45: Which ONE or TWO of the following reasons would you say were the most important reasons for the change you made?	All (%) (N = 116)	CEC (%) (N = 40)	PE (%) (N = 27)	NEC 0-7 (%) (N = 51)
Needed more income or better benefits	21	21	30	16
Was laid off or fired	14	17	11	13
Wanted a job with more meaning or purpose	14	17	23	7
Had an opportunity to do something more interesting	12	5	16	17
Change in family circumstances, such as children, divorce, or marriage	12	10	13	13
Just needed a change	9	7	4	10
Wanted a job with more flexibility and control over my time	8	9	0	12
Wanted to be my own boss-start my own business	8	3	3	16
Because of health issues	6	6	7	6
An empty nest at home	5	0	11	6
Death of a family member	4	10	0	2
Decided to move to another area	2	5	0	0
Because of a job loss in your family	2	0	3	4
Had insufficient savings	2	2	0	4
A decline in your retirement funds	2	4	0	0
Some other significant factor	13	7	16	16
Don't know	1	0	0	3

IF OVER 45: Which ONE or TWO of the following reasons would you say were the most important reasons for retiring from your main job?	All (%) (N = 28)	CEC (%) (N = 8)	PE (%) (N = 4)	NEC 0-7 (%) (N = 17)
Just needed a change	20	21	0	30
Because of health issues	20	0	0	43
Wanted a job with more meaning or purpose	15	36	28	0
Wanted a job with more flexibility and control over my time	15	0	29	7
Change in family circumstances, such as children, divorce, or marriage	13	23	21	7
Decided to move to another area	10	0	21	7
Had an opportunity to do something more interesting	5	10	0	0
Needed more income or better benefits	4	0	28	0
Was laid off or fired	3	0	0	6
An empty nest at home	3	0	0	7
Wanted to be my own boss-start my own business	3	0	21	0
Some other significant factor	7	22	0	0
Don't know	3	0	0	7

Are you currently working either for pay, as a volunteer, for a stipend, for some other compensation such as housing or health care benefits, or are you self-employed?	All (%)	CEC (%)	PE (%)	NEC 0-7 (%)
For pay	49	78	54	43
Self-employed	12	15	10	12
As a volunteer without pay	4	6	4	3
For other compensation	1	1	1	1
For a stipend	0	0	1	0
Not working/ None of these	33	0	30	40
Don't know	1	0	0	1

IF WORKING: I am going to list some types of companies and organizations, and I'd like you to tell me which one of these, if any, best describes the area in which you work.	All (%) (N = 617)	CEC (%) (N = 85)	PE (%) (N = 199)	NEC 0-7 (%) (N = 378)
For-profit business	33	5	30	44
Education	16	30	18	11
Health care	14	25	17	9
Government agency	12	25	11	8
Non-profit organization	6	11	4	5
Other	18	3	18	21
Don't know	1	1	2	1

IF OTHER: Is the primary motivation of the company or organization you work for to make a profit or to help people or serve a social good such as educating people, taking care of people, or improving the community?	All (%) (N = 113)	CEC (%) (N = 3)	PE (%) (N = 37)	NEC 0-7 (%) (N = 82)
Mission primarily to make a profit	74	0	84	74
Mission primarily to serve social good	19	100	16	16
Don't know	7	0	0	10

IF OTHER: Are you retired, a homemaker, a student, unemployed and looking for work, disabled, or something else?	All (%) (N = 313)	CEC (%) (N = 0)	PE (%) (N = 86)	NEC 0-7 (%) (N = 238)
Retired	41	0	35	43
Disabled	22	0	24	22
Homemaker	13	0	7	15
Unemployed and looking for work	10	0	15	8
Student	2	0	7	0
Something else	10	0	11	10
Don't know	2	0	1	2

IF UNEMPLOYED AND LOOKING FOR WORK: At this point, how likely is it that you might work at a paying job again, whether full-time or part-time?	All (%) (N = 31)		PE (%) (N = 13)		NEC 0-7 (%) (N = 19)	
	Very likely	Likely /Not likely	Very likely	Likely /Not likely	Very likely	Likely /Not likely
	64	83/11	62	68/25	64	94/0

IF CURRENTLY WORKING: On average, how many hours per week are you working? <i>Showing mean</i>	All (N = 597)	CEC (N = 85)	PE (N = 192)	NEC 0-7 (N = 363)
	38.80	38.70	38.80	39.70

IF RETIRED: Even though you have retired from your main job or type of work, do you think there is any chance that you will go back to work for pay at another job, that is, a job other than the one that you retired from?	All (%) (N = 128)	PE (%) (N = 30)	NEC 0-7 (%) (N = 101)
Yes	19	52	8
No	80	48	90
Don't know	2	0	2

IF YES: Which two or three of the following best describe the main reason why you might go back to work for pay?	All (%) (N = 24)	PE (%) (N = 16)	NEC 0-7 (%) (N = 9)
I need the income	53	57	52
I want to stay active and productive	26	28	13
I want to help others, help my community, or make a difference	22	34	0
I want to do something I would enjoy	22	23	23

I want to pursue a new challenge	21	13	41
I need to maintain benefits	19	23	13
I want to stay involved with other people	19	16	28
Other	0	0	0
Don't know	3	0	11

IF NOT RETIRED: After you retire from your main job or type of work, do you plan to work for pay at another job, that is, a job other than the one that you retire from?	All (%) (N = 499)	CEC (%) (N = 51)	PE (%) (N = 175)	NEC 0-7 (%) (N = 311)
Yes	30	37	47	19
No	57	52	36	71
Don't know	13	11	17	10

IF YES: Which two or three of the following best describe the main reason why you plan to continue to work for pay after changing from your main job or type of work?	All (%) (N = 152)	CEC (%) (N = 19)	PE (%) (N = 83)	NEC 0-7 (%) (N = 55)
I need the income	54	33	49	71
I want to stay active and productive	38	65	38	30
I need to maintain benefits	22	19	19	29
I want to help others, help my community, or make a difference	22	29	34	0
I want to stay involved with other people	18	29	21	8
I want to do something I would enjoy	17	27	14	15
I want to pursue a new challenge	10	6	12	9
Other	2	0	2	2
Don't know	0	0	0	0

IF YES: For approximately how many years do you expect to continue to work for pay after changing from your main job or type of work? <i>Showing mean</i>	All (%) (N = 145)	CEC (%) (N = 17)	PE (%) (N = 83)	NEC 0-7 (%) (N = 49)
	9.64	10.80	9.34	9.55

IF YOU PLAN TO WORK AFTER RETIREMENT: Please tell me how interested you are or would be in working in each of the following types of places	All (%) (N = 930)		CEC (%) (N = 85)		PE (%) (N = 285)		NEC 0-7 (%) (N = 616)	
	Extremely interested	Interested / Not interested	Extremely interested	Interested / Not interested	Extremely interested	Interested / Not interested	Extremely interested	Interested / Not interested
Health care	6	38/60	19	57/43	8	52/47	3	29/70
Government	6	32/65	12	40/57	7	46/52	4	24/73
Not-for-profit organizations	6	55/41	9	72/27	9	73/22	4	43/54
Education	9	45/54	21	58/41	11	58/41	6	36/61
Faith-based organizations	7	43/56	13	51/49	7	57/41	5	34/65

Next, I'm going to read you four different views that might describe the stage of life after midlife, when many people have been in the workforce for 20 or 30 years. Please tell me which description - A, B, C, or D - comes closest to the way you are thinking about this period of life.	All (%)	CEC (%)	PE (%)	NEC 0-7 (%)
It's a time to retire and enjoy a well-deserved rest, take it easy, pursue leisure activities and take care of myself.	14	11	4	21
It's the beginning of a new chapter in my life in which I can be active and involved, start new activities, and use my skills and experience to help others in a paid or volunteer position.	31	42	52	18
It's a time to keep working or continue what I am doing as long as I am physically and mentally able, in order to cover my expenses and-or maintain my health coverage.	33	35	35	33
It's a time to retire from work, watch my budget, and adjust my lifestyle to live within my means.	20	11	8	27
Don't know	2	0	1	1

IF NOT RETIRED: At what age do you currently expect to retire and not work for pay at all? <i>Showing mean</i>	All (N = 511)	CEC (N = 44)	PE (N = 190)	NEC 0-7 (N = 316)
	65.80	66.50	66.20	65.30

IF NOT RETIRED: Thinking back to 3 years ago, at what age did you think you would retire and stop working for pay? <i>Showing mean</i>	All (N = 521)	CEC (N = 44)	PE (N = 185)	NEC 0-7 (N = 328)
	63.70	63.80	63.80	63.50

IF LOOKING FOR WORK (EMPLOYED OR UNEMPLOYED): Thinking about your employment status in later years, which one of these best describes what you think you'll be doing?	All (%) (N = 648)	CEC (%) (N = 85)	PE (%) (N = 212)	NEC 0-7 (%) (N = 397)
Work part-time mainly for interest or enjoyment's	26	31	29	22
Work part-time mainly for the needed income it provides	25	22	28	24
Not work at all	12	10	3	19
Go into business for yourself	10	10	14	7
Retire from your current job or career but work full time for pay doing something else	9	11	10	8
Volunteer	4	2	4	4
Other	3	1	1	4
Don't expect to ever retire	7	7	7	8
Don't know what will do in retirement	4	7	3	4

When children today in the U.S. grow up, do you think they will be better off or worse off than people are now?	All (%)	CEC (%)	PE (%)	NEC 0-7 (%)
Better	18	19	18	17
Worse	73	70	72	74
Same	4	8	4	4
Don't know	5	3	5	4

How important is it for you personally to leave the world a better place?	All (%)	CEC (%)	PE (%)	NEC 0-7 (%)
Very important	70	84	80	63
Somewhat important	23	13	16	29
Not very important	3	1	1	4
Not at all important	3	1	2	3
Don't know	1	1	2	1

Over the past three years, has your personal financial situation...	All (%)	CEC (%)	PE (%)	NEC 0-7 (%)
Improved a great deal	6	6	4	6
Improved somewhat	18	22	19	16
Stayed about the same	35	32	36	34
Worsened somewhat	25	29	22	27
Worsened a great deal	17	9	19	17
Don't know	0	1	0	0

For what reasons did your financial situation worsen?	All (%)	CEC (%)	PE (%)	NEC 0-7 (%)
Lost full-time job / Job loss	21	17	23	20
Healthcare costs increased	14	7	16	13
Economic recession	14	26	9	14
Retirement investments significantly decreased	12	10	14	13
Disabled / Illness / Death	10	0	16	9
Hours at work were cut significantly	9	11	11	8
The value of my home significantly decreased	7	5	7	7
Cost of living	5	14	2	5
Took a different job with lower pay	4	7	5	3
Divorce / Issues with ex-spouse	3	3	2	3
Budget cuts / Cuts in pay / Salary freeze	3	3	1	4
Lost part-time job	2	0	2	3
Retired	2	3	2	2
Offered early retirement and accepted	1	3	0	2
Social Security / Fixed income	1	0	1	2
Debt / Credit Cards	1	0	1	1
Education costs	1	3	1	0
Others	5	0	7	5
Don't Know / No Response	1	0	1	2

Looking ahead one year, do you expect your personal financial situation to get...	All (%)	CEC (%)	PE (%)	NEC 0-7 (%)
Much better	8	9	10	6
Somewhat better	25	27	27	24
Stay about the same	50	51	49	50
Somewhat worse	12	10	10	13
Much worse	4	2	3	5
Don't know	1	0	1	2

How concerned are you that you will not have enough income in retirement? Are you...	All (%)	CEC (%)	PE (%)	NEC 0-7 (%)
Very concerned	35	37	35	35
Somewhat concerned	35	35	38	34
Not very concerned	18	14	19	18
Not at all concerned	11	14	7	12
Don't know	1	0	1	1

Please tell me if each of the following has become more important, less important, or not changed for you as a result of the changing economic climate in the last few years	All (%)		CEC (%)		PE (%)		NEC 0-7 (%)	
	More important	Less important/ Not changed	More important	Less important/ Not changed	More important	Less important/ Not changed	More important	Less important/ Not changed
Your health and wellness	63	2/34	63	1/36	65	1/34	63	3/34
Relationships with family and friends	54	2/44	64	1/35	58	3/38	49	2/49
Your faith or spirituality	40	3/56	45	6/49	43	3/53	39	3/58
Community involvement and improvement	28	11/60	44	6/49	38	8/54	21	14/65
Career advancement and ambition	16	30/53	20	23/56	24	29/47	11	32/55
Money and material possessions	13	32/55	8	47/43	15	34/51	13	29/57

Please indicate how interested you would be in taking this route using a scale from zero to 10, on which a 10 means you would be very likely to consider this route for yourself, and zero means you would have no interest in doing this. You may use any number from zero to 10. If what I just described sounds like what you are doing now, please indicate this.	All (%)	CEC (%)	PE (%)	NEC 0-7 (%)
0 - no interest at all	13	4	1	22
1	5	4	0	8
2	4	0	0	6
3	4	2	0	7
4	6	4	2	9
5	19	8	4	29
6	7	3	7	8
7	13	16	17	10
8	10	12	29	0
9	4	8	9	0

10 - very likely to consider	11	17	30	0
Sounds like what I am doing now	3	21	1	0
Don't know	2	0	0	0

IF INTERESTED IN ENCORE CAREER: At this point, how likely is it that you will make this kind of change in the next five years? Is it...	All (%) (N = 226)	CEC (%) (N = 32)	PE (%) (N = 194)	NEC 0-7 (%) (N = 0)
0 - not at all likely	15	16	15	0
1	8	12	7	0
2	4	7	4	0
3	4	0	5	0
4	2	9	1	0
5	8	6	9	0
6	4	6	4	0
7	7	6	8	0
8	10	5	11	0
9	5	5	5	0
10 - very likely to consider	27	28	27	0
Don't know	3	0	4	0

Have you heard the term "encore career" used before to describe this kind of work, have you heard the term before but in some other context, or is this a new term to you?	All (%)	CEC (%)	PE (%)	NEC 0-7 (%)
Yes, heard used to describe this kind of work	7	11	5	7
Yes, heard in some other context	5	5	5	6
No, term is completely new to me	88	84	90	87
Don't know	1	0	0	1

For each of the following, please tell me how important a factor it was/would be for you personally - very important, somewhat important, not too important, or not at all important?	All (%)		CEC (%)		PE (%)	
	Very important	Important/ Not important	Very important	Important/ Not important	Very important	Important/ Not important
It allows you to stay active and productive	78	97/3	77	96/4	79	98/3
It allows you greater control over your time, including the flexibility to take time off when you need to	70	92/7	70	93/6	70	91/7
It provides an opportunity to help others	68	94/5	69	96/3	67	93/5
It provides a sense of meaning and a feeling of accomplishment	67	91/9	74	88/11	65	92/8
It allows you to keep learning, stay challenged, have new experiences or develop new skills	66	92/8	62	90/10	67	92/7
It provides an opportunity to work and be engaged with other people	61	88/12	62	83/16	60	89/10
It leaves free time for things you want to do, such as travel, take courses or other activities you enjoy	59	89/12	52	85/15	61	90/10
It gives you a chance to do a kind of work you've always wanted to do	55	88/11	49	83/17	57	90/10

It allows you to have a positive impact on your community	54	90/9	52	93/6	55	89/11
It allows you to use your skills and experience in new ways or in a new and interesting field	53	91/8	46	90/10	56	93/7
It provides you with employer-provided benefits, such as health insurance	53	73/24	45	66/29	56	75/22
It provides you with the level of income you want or need	49	85/14	44	81/18	51	87/13
It allows you to add continued income to your pension or Social Security benefits	49	83/17	46	80/20	50	84/16
It answers a spiritual calling	46	75/23	35	65/33	51	79/19
It allows you to delay taking Social Security or drawing down other retirement assets	38	72/27	38	64/36	38	75/26
It allows you to be your own boss	33	67/33	24	64/35	36	68/31

Apart from financial compensation, which of the following is the best reason for people to continue working after retiring from their main job?	All (%)	CEC (%)	PE (%)	NEC 0-7 (%)
Stay active and healthy	52	49	53	53
Feeling a sense of personal fulfillment	23	23	19	25
Contributing to the common good of society	12	11	17	9
Contributing to my local community	9	13	9	8
Don't know	4	4	2	5

How concerned are you that...?	PE (%)	
	Very concerned	Concerned/Not concerned
Your Social Security or retirement benefits will be reduced	53	78/21
The state of the economy makes this a bad time for type of job or career change	51	77/23
You won't receive adequate employer-provided benefits, such as health insurance	39	64/36
You will be subject to age discrimination in hiring or in the workplace	35	62/37
Your health or physical condition will make it difficult to do this type of work	30	61/38
You won't have the flexibility to take time off to care for family members or meet other responsibilities	29	69/30
This kind of work won't provide the level of income you need	29	63/37
It will be hard to find this type of work	26	61/37
You can't afford the time or money needed for the necessary training or education	26	61/39
You won't have time for things you want to do, like travel, take courses or other enrichment activities	23	57/42
This kind of work will be too stressful	16	37/62
You are too old to make this type of change	15	37/62

You will need to learn new technology and skills	12	38/62
You won't have the confidence to do something new	10	27/72
This type of work will be a step down in status from your earlier work	10	19/81
You will be taking a job away from a younger person	9	34/65

Have you ever started your own business, nonprofit, or other entrepreneurial venture or gone into business for yourself?	All (%)	CEC (%)	PE (%)	NEC 0-7 (%)
Yes	37	43	42	33
No	63	57	57	67
Don't know	0	0	0	0

IF YES: At what age did you start this venture? If you have started more than one, at what age did you start your last venture? <i>Showing mean</i>	All (N=335)	CEC (N=36)	PE (N=121)	NEC 0-7 (N=164)
	37.30	39.30	36.90	37.00

IF YES: Are you still actively involved with this venture?	All (%) (N=345)	CEC (%) (N=36)	PE (%) (N=121)	NEC 0-7 (%) (N=174)
Yes	42	55	44	38
No	58	45	56	62
Don't know	0	0	0	0

IF STILL INVOLVED: About how many workers does your business employ, not counting yourself?	All (%) (N=147)	CEC (%) (N=20)	PE (%) (N=53)	NEC 0-7 (%) (N=67)
0	47	43	52	45
1-2	16	9	18	18
3-5	16	20	22	12
6-10	8	18	2	6
10-20	5	5	5	6
21 - 50	3	5	2	4
51 - 100	1	0	0	3
More than 100	1	0	0	2
None	2	0	0	5
Don't know	0	0	0	0

IF NOT STILL INVOLVED: About how many workers did your business employ, not counting yourself?	All (%) (N=199)	CEC (%) (N=17)	PE (%) (N=67)	NEC 0-7 (%) (N=108)
0	31	34	37	27
1-2	26	40	18	27
3-5	22	17	22	24
6-10	9	4	10	9
10-20	5	5	7	4
21 - 50	1	0	1	1

51 - 100	4	0	1	6
More than 100	1	0	0	1
None	3	0	4	2
Don't know	0	0	0	0

How interested would you be in starting your own business or nonprofit venture in the next 5 to 10 years?	All (%)	CEC (%)	PE (%)	NEC 0-7 (%)
Very interested	10	16	14	7
Somewhat interested	16	13	22	14
Not too interested	13	10	17	11
Not at all interested	60	58	47	66
Don't know	1	2	0	2

IF INTERESTED: Which of these issues would you like it focus on?	All (%) (N=242)	CEC (%) (N=25)	PE (%) (N=103)	NEC 0-7 (%) (N=109)
Working with young people	36	45	44	26
Spurring economic and job growth in your community	28	16	28	31
Social services	23	42	32	12
Environment	20	12	24	18
Education	18	31	16	16
Healthcare	17	20	20	13
Other	14	7	10	19
None of the above	9	4	7	13
Don't know	1	0	1	1

IF INTERESTED: What would your primary purpose in starting your own business or nonprofit venture be?	All (%) (N=253)	CEC (%) (N=25)	PE (%) (N=105)	NEC 0-7 (%) (N=118)
To make enough money to support myself and my family	29	28	21	37
To meet a need in my community or provide a service to others	29	45	46	11
To work for myself or fulfill a lifelong ambition	18	12	15	23
To make a lot of money, including in order to leave money to my heirs	11	16	6	15
To meet a social challenge	4	0	7	2
Something else	5	0	3	8
Don't know	3	0	1	5

What do you think is the biggest obstacle to creating a new business or nonprofit venture?	All (%)	CEC (%)	PE (%)	NEC 0-7 (%)
Securing financing	36	38	37	36
Navigating through regulations, such as obtaining licenses	14	11	15	14
Knowing where to start	13	5	14	13
Devoting the necessary amount of time	8	11	9	8

Not having access to health insurance	5	6	5	4
Having the confidence to follow through on the initial idea	4	5	4	3
Deciding what issue you should become involved in	3	5	5	2
None of the above	5	5	5	6
Other	10	12	7	12
Don't know	2	2	1	2

How strongly do you agree or disagree with this statement?	All (%)		CEC (%)		PE (%)		NEC 0-7 (%)	
	Strongly agree	Agree/Disagree	Strongly agree	Agree/Disagree	Strongly agree	Agree/Disagree	Strongly agree	Agree/Disagree
Starting my own business or nonprofit venture is something I have always wanted to do	39	77/22	47	84/16	42	79/21	35	75/26
This time in my life is particularly well-suited to starting something entrepreneurial	33	69/31	54	76/23	35	71/29	26	65/34
I want to start my own business or nonprofit, but I don't know how to find the money	33	67/33	38	80/19	36	68/32	29	61/37
I want to start my own business or nonprofit, but I don't know what steps to take to make it happen	24	54/45	27	57/43	27	58/41	22	51/48

How strongly do you agree or disagree with this statement?	All (%)		CEC (%)		PE (%)		NEC 0-7 (%)	
	Strongly agree	Agree/Disagree	Strongly agree	Agree/Disagree	Strongly agree	Agree/Disagree	Strongly agree	Agree/Disagree
I have a sense of direction and purpose in my life.	63	89/10	74	89/9	69	91/8	58	88/11
I am an active person in carrying out the plans I set for myself.	59	87/12	69	89/9	62	88/12	55	87/12
I enjoy making plans for the future and working to make them a reality.	51	85/15	51	83/14	52	87/13	50	83/16
I live life one day at a time and don't really think about the future.	11	27/73	7	25/75	11	23/79	12	30/68
My daily activities often seem trivial and unimportant to me.	8	22/77	4	13/85	11	22/78	8	23/76
I don't have a good sense of what it is I'm trying to accomplish in life.	7	16/84	1	3/95	6	13/87	7	19/81
I sometimes feel as if I've done all there is to do in life.	6	14/86	8	12/87	4	10/90	7	17/83

How true or untrue is this statement?	All (%)		CEC (%)		PE (%)		NEC 0-7 (%)	
	Very true	True/Not true	Very true	True/Not true	Very true	True/Not true	Very true	True/Not true
I look forward to each new day.	64	94/5	74	97/0	63	95/3	63	92/7
I feel alive and vital.	56	93/6	62	95/4	62	94/6	52	93/8
My life has a clear sense of purpose.	52	94/5	58	97/2	55	96/4	49	94/6
So far, I have gotten the important things I want in life.	38	86/13	31	89/12	32	83/15	40	86/13
In uncertain times, I usually expect the best.	38	86/13	49	82/16	41	90/9	33	84/15
I am always looking to find my life's purpose.	26	65/35	20	67/32	32	69/31	24	63/37
I have little control over the things that happen to me.	12	45/55	12	46/56	8	37/63	14	49/49

I don't expect to get what I really want.	11	41/59	5	27/72	10	35/63	13	45/53
If something can go wrong for me, it will.	9	35/64	2	30/69	9	27/74	11	43/56

For each of the following statements, please indicate how often the statement applies to you.	All (%)		CEC (%)		PE (%)		NEC 0-7 (%)	
	Always applies to me	Applies/ Never applies	Always applies to me	Applies/ Never applies	Always applies to me	Applies/ Never applies	Always applies to me	Applies/ Never applies
I try to pass along the knowledge I have gained through my experiences.	60	98/1	57	99/0	66	98/0	57	98/2
I try to be creative in most things that I do.	53	96/2	45	93/6	55	99/1	52	95/3
I feel as though I have made a difference to many people.	49	96/2	78	96/0	49	98/2	46	96/2
I have important skills that I try to teach others.	48	94/4	49	99/0	46	94/5	47	93/5
I have a responsibility to improve the neighborhood in which I live.	33	87/11	39	91/5	35	91/8	30	84/14
I feel as though my contributions will exist after I die.	31	83/13	44	87/9	33	90/8	26	78/17
Others would say that I have made unique contributions to society.	25	92/7	27	95/2	24	92/4	23	90/9
I don't feel like I have a lot of time left to accomplish the things I want in life.	12	63/36	7	56/42	9	66/34	14	63/35

Would you say that your health is?	All (%)	CEC (%)	PE (%)	NEC 0-7 (%)
Excellent	15	21	15	13
Very good	34	37	37	32
Good	26	23	27	26
Fair	17	15	16	19
Poor	6	2	4	8
Don't know	1	2	1	1

IF EMPLOYED: How would you describe the work you do?	All (%) (N=617)	CEC (%) (N=85)	PE (%) (N=199)	NEC 0-7 (%) (N=314)
White collar professional, like a doctor, lawyer, nurse, IT-computer, marketing, realtor, clergy, or business person	31	33	34	28
Blue collar-trade worker, like carpenter, electrician, trucker, farming, fishing, manufacturing worker, retail, security guard, foodservice-waiter	23	12	21	28
White collar government, law enforcement, or education	12	27	14	7
White collar office or support person, like a secretary, assistant, receptionist	11	11	12	11
Fine arts, like artist, singer, dancer, actor	2	1	1	3
Military	0	0	1	0
Other	17	13	14	20
Don't know	3	2	2	3

IF CEC OR RETIRED: What type of work did you do before you retired or switched careers?	All (%) (N=117)	CEC (%) (N=85)	PE (%) (N=9)	NEC 0-7 (%) (N=21)
White collar professional, like a doctor, lawyer, nurse, IT-computer, marketing, realtor, clergy, or business person	35	29	89	41
White collar government, law enforcement, or education	14	15	11	9
Blue collar-trade worker, like carpenter, electrician, trucker, farming, fishing, manufacturing worker, retail, security guard, foodservice-waiter	14	15	0	18
White collar office or support person, like a secretary, assistant, receptionist	12	13	0	16
Military	4	4	0	5
Fine arts, like artist, singer, dancer, actor	2	2	0	0
Other	15	15	0	12
Don't know	5	7	0	0

Are you currently single and never married, married or in a domestic or civil union, separated, widowed, divorced, or have an unmarried partner?	All (%)	CEC (%)	PE (%)	NEC 0-7 (%)
Single and never married	9	7	12	8
Married or domestic-civil union	70	71	67	71
Separated	2	1	1	2
Widowed	5	7	4	5
Divorced	10	11	11	9
Unmarried partner	2	1	2	2
Don't know	2	3	2	2

Which of the following is the best way to describe the area where you live?	All (%)	CEC (%)	PE (%)	NEC 0-7 (%)
City	25	17	31	23
Suburb	27	33	27	26
Small town	23	20	21	25
Rural area	23	28	18	24
Don't know	2	2	3	2

What is the last grade that you completed in school?	All (%)	CEC (%)	PE (%)	NEC 0-7 (%)
Less than high school	3	0	2	4
High school graduate	24	13	20	28
Some college	23	26	21	23
Technical school	4	3	6	4
College graduate	32	25	35	31
Post-college - Graduate school	13	31	14	9
Don't know	2	2	1	2

Since you left school, have you completed adult education or training courses?	All (%)	CEC (%)	PE (%)	NEC 0-7 (%)
Yes	62	66	69	58
No	35	31	29	39
Don't know	2	4	2	2

Do you consider yourself a strong Democrat, a strong Republican, do you lean towards Democrats, lean towards Republicans, or are you an Independent?	All (%)	CEC (%)	PE (%)	NEC 0-7 (%)
Strong Democrat	18	29	16	18
Lean Democrat	11	10	10	12
Lean Republican	15	10	20	13
Strong Republican	18	23	17	18
Independent	31	24	31	32
Don't know	6	6	5	7

For statistical purposes only, would you please tell me which of the following best describes your total household income from all sources in 2010?	All (%)	CEC (%)	PE (%)	NEC 0-7 (%)
Less than \$12, 500	3	1	4	3
\$12, 500 - \$19, 999	6	1	5	7
\$20, 000 - \$29, 999	8	9	8	8
\$30, 000 - \$37, 499	7	9	8	6
\$37, 500 - \$44, 999	7	9	7	7
\$45, 000 - \$59, 999	13	16	13	13
\$60, 000 - \$72, 499	10	10	10	9
\$72, 500 - \$89, 999	8	8	7	8
\$90, 000 - \$124, 999	13	15	15	13
\$125, 000 - \$149, 999	5	3	5	5
\$150, 000 - \$249, 999	6	6	6	5
\$250, 000 or more	2	2	2	3
Don't know	13	11	10	15

For statistical purposes only, which of the following best describes your total amount of household assets? Please include all investable assets like savings, stocks or bonds, and retirement accounts but do not include any property value, like your home.	All (%)	CEC (%)	PE (%)	NEC 0-7 (%)
Less than \$10, 000	17	6	21	17
\$10, 000 - \$24, 999	7	15	4	8
\$25, 000 - \$49, 999	9	6	10	8
\$50, 000 - \$74, 999	6	10	6	6
\$75, 000 - \$99, 999	6	6	8	5
\$100, 000 - \$149, 999	7	8	7	6
\$150, 000 - \$199, 999	5	2	7	5

\$200, 000 - \$299, 999	6	11	4	6
\$300, 000 - \$499, 999	4	7	4	4
\$500, 000 - \$749, 999	3	4	3	3
\$750, 000 - \$999, 999	2	4	2	2
\$1 million to \$2 million	2	1	2	3
\$2 million or more	1	0	1	1
Don't know	24	20	19	26

Do you rent or do you own the house or apartment where you currently live?	All (%)	CEC (%)	PE (%)	NEC 0-7 (%)
Rent	12	10	14	11
Own	84	86	82	85
Don't know	4	5	4	4

Do you currently have health insurance from a non-government provider?	All (%)	CEC (%)	PE (%)	NEC 0-7 (%)
Yes	69	71	67	70
No	27	26	29	26
Don't know	4	3	4	4

IF NO: Have you elected to participate in any of these programs for yourself and-or your family?	All (%) (N=250)	CEC (%) (N=22)	PE (%) (N=82)	NEC 0-7 (%) (N=138)
Medicare	33	19	33	36
Medicaid	16	5	15	18
Another government- sponsored health program	13	18	10	14
None of the above	49	62	52	45
Don't know	1	0	1	1

At what age do you expect to start collecting your Social Security retirement benefits or have you already started collecting these benefits?	All (%)	CEC (%)	PE (%)	NEC 0-7 (%)
62	14	22	12	14
63	2	3	4	2
64	1	2	1	1
65	21	17	27	19
66	7	7	5	7
67	8	8	10	8
Older than 67	14	20	16	12
Already collecting my Social Security	20	10	15	24
Don't know	12	9	9	13

IF ALREADY COLLECTING: At what age did you start to collect your Social Security retirement benefits?	All (%) (N=186)	CEC (%) (N=9)	PE (%) (N=43)	NEC 0-7 (%) (N=126)
62	33	42	28	35
63	1	20	0	0

64	4	0	6	4
65	10	0	15	8
66	3	0	2	3
67	0	0	0	0
Older than 67	1	0	0	1
Other	43	30	47	44
Don't know	4	8	2	4

From which of the following do you expect to obtain retirement benefits? Please tell me all that apply.	All (%)	CEC (%)	PE (%)	NEC 0-7 (%)
Social Security	68	63	71	67
Employer-sponsored retirement plans, such as a 401k or 403b	46	46	48	44
My employer's pension plan or my spouse's employer's pension plan	45	55	43	44
My personal retirement savings obtained outside the work place	39	37	40	39
Other	4	4	4	4
None	3	2	2	3
Don't know	3	3	3	4

In recent years, how often would you say you have been doing volunteer work?	All (%)	CEC (%)	PE (%)	NEC 0-7 (%)
At least once per week	24	27	26	22
A few times per month	19	28	25	14
A few times per year	24	19	24	25
Less often than that	14	8	14	15
Never	16	12	9	21
Don't know	4	5	2	4

Did you immigrate to the United States from another country?	All (%)	CEC (%)	PE (%)	NEC 0-7 (%)
Yes	6	2	9	5
No	90	94	89	91
Don't know	3	3	2	4

What is your religion?	All (%)	CEC (%)	PE (%)	NEC 0-7 (%)
Protestant and other Christian non-Catholic (Baptist, Methodist, Episcopalian, Lutheran, Presbyterian, Pentecostal, Mormon-Latter-Day Saints, Greek Orthodox, Russian Orthodox, etc.)	51	59	49	50
Catholic, Roman Catholic	21	18	21	22
Jewish	2	3	1	2
None, atheist, agnostic, don't believe in God	9	7	8	9
Other	11	5	16	10
Don't know	6	8	5	7

How important is your faith or general spirituality in guiding the decisions you make in your life?	All (%)	CEC (%)	PE (%)	NEC 0-7 (%)
Very important	61	69	67	57
Somewhat important	23	20	19	25
Not too important	6	3	5	6
Not at all important	7	5	6	8
Don't know	3	3	3	4

For statistical purposes only, would you please tell me whether you are from a Hispanic or Spanish-speaking background?	All (%)	CEC (%)	PE (%)	NEC 0-7 (%)
Yes	6	0	12	5
No	91	97	86	92
Don't know	3	3	2	3

IF NO: For statistical purposes only, can you please tell me your race - white, black, Asian, or another race?	All (%) (N=846)	CEC (%) (N=82)	PE (%) (N=247)	NEC 0-7 (%) (N=491)
White	86	90	85	86
Black	9	7	9	10
Asian	1	0	2	1
Mixed race	1	1	2	1
Other	2	1	2	2
Don't know	0	1	0	1