

# Business Retention Survey – Hanover County

Interviewer: \_\_\_\_\_

Meeting Date: \_\_\_\_\_

Company Name: \_\_\_\_\_

Company Address: \_\_\_\_\_

Name and Title of Company Contact: \_\_\_\_\_

Phone Number/Email Address: \_\_\_\_\_

1. Please provide a brief description of what your business does:

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

2. How long has your business been in Hanover County? \_\_\_\_\_

3. Does your business have other facilities located outside of Hanover County?  Yes  No

If "Yes", Where? \_\_\_\_\_

4. To better understand the scale of your operations, what is the approximate range of your annual sales?

- Under \$500,000       \$500,000 – \$1 Million       \$1 Million – \$5 Million  
 \$5 Million – \$25 Million       \$25 Million – \$50 Million       \$50 Million or More

5. How have sales changed over the past three years?

- Increased       Stayed the Same       Decreased

Comment: \_\_\_\_\_

6. Approximately how many individuals does your business employ full-time? \_\_\_\_\_

7. Approximately how many individuals does your business employ part-time? \_\_\_\_\_



Hanover County Economic Development  
8200 Center Path Lane, Suite E  
Mechanicsville, VA 23116  
Phone: (804) 365-6464      Fax: (804) 365-6463  
HanoverVirginia.com  
EconDev@HanoverVirginia.com



## Business Retention Survey (Continued)

**8. How has your workforce grown over the past three years?**

- Increased       Stayed the Same       Decreased

Comment: \_\_\_\_\_

**9. Do you presently work with local schools and/or colleges on workforce training, internships, pipeline opportunities, etc. to address workforce issues?**       Yes       No

If "no", would you be interested in partnering with local education resources?       Yes       No

Comment: \_\_\_\_\_

**10. What are your plans for your business over the next three years?**

- Hold at Current Size       Grow the Business       Downsize the Business       Retire, Sell, or Close

Comment: \_\_\_\_\_

**11. What issues or challenges, if any, are holding you back from growing and expanding your business?**

- Poor Internet Access       Access to Funding       Transportation Issues       Utility Concerns  
 Workforce Concerns       Site Limitations       Need Education       Taxes/Fees  
 Proximity to Markets       Zoning Limitations       Regulations       Other

Comment: \_\_\_\_\_

\_\_\_\_\_

**12. Are you interested in exporting outside of the United States?**       Yes       No

**13. In regards to supply chain and/or customers, are there any businesses or suppliers that we should contact that would benefit from being located in Hanover County as well?**

Comment: \_\_\_\_\_

**14. Do you have any additional questions, suggestions, and/or concerns we may address to better the business environment of Hanover County?**

Comment: \_\_\_\_\_

\_\_\_\_\_



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