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Survey Results

2002 CRITA Survey Part 1 of 3 (Part 1: 27 questions)

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[INDIVIDUAL RESPONSES](#)

Launch Date: 7/24/02

Close Date:

Total Invitations: 1

Total Respondents: 28

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Please provide information as of June 30, 2002, unless otherwise specified or available. Sections covered in this Part 1 Survey: Organization Contact Information Membership Membership Recruitment Administrative Org Survival Issues in Economic Downturn

Organization Contact Information

Please provide the following association information in the spaces below: (use EXACTLY SAME spelling for your org name on all 3 survey sections to help survey tabulation. This is

- survey section 1 of 3)

[VIEW](#) 25 Responses

MEMBERSHIP

- Board Members

[VIEW](#) 24 Responses

- How does your association characterize itself?









	Number of Responses	Response Ratio
IT and/or Software and/or Internet Association 	13	52%
Technology Council (covering more than IT sector) 	11	44%
VIEW Other, Please Specify	1	4%

- What geographic region does your association typically cover with membership?










	Number of Responses	Response Ratio
Local Metro and surrounding region 	9	36%
Multiple Major Metros and surrounding regions, but not State 	2	8%

Statewide regions		12	48%
Multistate regions		0	0%
VIEW Other, Please Specify		2	8%
Total		25	100%

5. What sector(s) of the IT industry do your members come from?
Choose all that apply.

		Number of Responses	Response Ratio
Software		25	100%
Hardware		22	88%
Telecommunications		21	84%
Internet Maintenance		24	96%
Systems Integrator		24	96%
IT Staffing		20	80%
Consultant/Services		24	96%
VIEW Other, Please Specify		7	28%

6. What sector(s) of non-IT industries do your members come from?
Choose all that apply.



		Number of Responses	Response Ratio
Education		22	88%
Non-IT Electronics		8	32%
Government		19	76%
Medical and/or Biomed		12	48%
Manufacturing		11	44%
Optics/Photonics		7	28%
Service Providers		24	96%
Users		10	40%
VIEW Other, Please Specify		3	12%

7. Answer in terms of numbers of the following.



[VIEW](#) 26 Responses

MEMBERSHIP RECRUITMENT

8. Does your association have an annual membership drive?

		Number of Responses	Response Ratio
Yes		6	24%
No		19	76%
Total		25	100%

9. Does your association have a membership committee or membership chair?

		Number of Responses	Response Ratio
Yes, membership committee ONLY		2	8%
Yes, membership chair ONLY		2	8%

Both membership committee and chair		10	40%
Neither		13	52%

10. Does your association have staff dedicated to recruitment?








		Number of Responses	Response Ratio
Yes, full time		10	42%
Yes, part time		8	33%
None		7	29%

VIEW

If yes, # of dedicated staff (FTE)

	11	46%
---	----	-----

11. Which of the following represents your association's primary method(s) of recruiting new members? Choose all that apply.





		Number of Responses	Response Ratio
Annual campaign		6	24%
Cold calls with sales staff		6	24%
Direct mail		14	56%
Meetings		21	84%
Referrals		22	88%
Responding to inquiries		19	76%
Web page		21	84%

VIEW

Other, Please Specify

	2	8%
---	---	----

12. Which of the following represents your association's primary method(s) of renewing current members? Choose all that apply.

		Number of Responses	Response Ratio
Web page		12	48%
Marketing mailings		17	68%
Personal calls		14	56%
E-mail messages		18	72%
Faxes		2	8%

VIEW

Other, Please Specify




	4	16%
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13. What other national or regional tech associations do you compete with for membership? Please list.

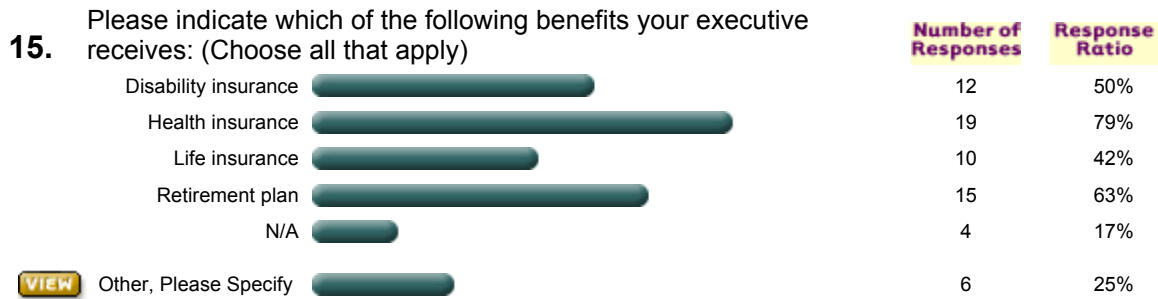
VIEW 19 Responses

ADMINISTRATIVE

14. Does your association have a paid executive?

		Number of Responses	Response Ratio
Yes, full time		20	80%
Yes, part time		3	12%
No		2	8%

Total	25	100%
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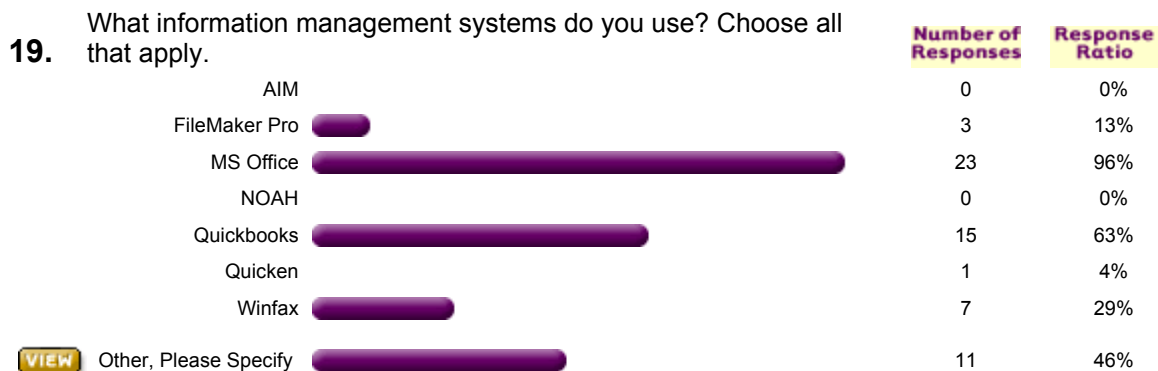


17. What are the budget and staffing parameters for your association?

VIEW 25 Responses

18. Please give the following information on your staff: Name; Title; Full/Part time; E-Mail. Who is responsible for:

VIEW 19 Responses



Web Maintenance		13	52%
Do not contract out		4	16%
VIEW Other, Please Specify		9	36%

Organization Survival Issues in Economic Downturn

21. What percentage of membership has been gained or lost from 2001 to 2002? Estimate if not known exactly.

	1 More than 50% growth	2 More than 25% growth	3 Zero to 25% growth	4 Zero to 25% loss	5 More than 25% loss	6 More than 50% loss	7 More than 75% loss
1. INDUSTRY Membership changes:	4% (1)	4% (1)	32% (8)	40% (10)	16% (4)	4% (1)	0% (0)
2. Non Industry Membership changes:	4% (1)	4% (1)	20% (5)	60% (15)	4% (1)	4% (1)	0% (0)

Percentage indicates total respondent ratio and parenthesis indicate actual number.

22. What has been your single greatest challenge in sustaining administrative viability?

	Number of Responses	Response Ratio
Too many programs and events attempted	4	17%
Staff too large, needed to reduce	0	0%
Non-Staff Office Overhead Expenses too great	0	0%
Improving efficiencies of limited resources	10	43%
Sustaining Member Services	4	17%
VIEW Other, Please Specify	5	22%
Total	23	100%

23. Did your association lose Staff positions from 2001 to 2002?

	Number of Responses	Response Ratio
Yes	11	44%
No	14	56%
Total	25	100%

24. Describe your most intractable/difficult challenge that you have not been able to overcome in the economic downturn.

[VIEW](#) 21 Responses

25. Describe your most successful strategy/action/program to overcome negative impacts of economic downturn.

[VIEW](#) 24 Responses

Describe how or what you think CRITA can do to help your association and other member

26. associations during this downturn, if anything.

[VIEW](#) 18 Responses

27. Any other suggestions or comments about the economic downturn?

[VIEW](#) 7 Responses

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Survey Results

2002 CRITA Survey Part 2 of 3 (Part 2: 20 questions)

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[INDIVIDUAL RESPONSES](#)

Launch Date: 7/24/02

Close Date:

Total Invitations: 1

Total Respondents: 24

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Cross-reference two different responses
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Please provide information as of June 30, 2002, unless otherwise specified or available. Sections covered in this Part 2 Survey: Dues Structure Revenues Other Financial Information Communications Programs, Events, and Activities

1. ENTER your association's name. Please make SURE this name is EXACTLY the SAME NAME used in all THREE survey sections



[VIEW](#) 24 Responses

DUES STRUCTURE

2. What is the range of dues (min/max) and # of dues levels for:

[VIEW](#) 24 Responses

3. How does your association base its dues?

	Number of Responses	Response Ratio
Number of employees 	21	88%
Annual revenue	0	0%
Combination	0	0%
VIEW Other, Please Specify 	3	13%
Total	24	100%

REVENUES

4. Please indicate your association's expected revenue for 2002 for each category

[VIEW](#) 23 Responses

5. Please provide the following information regarding your associations income: \$ amount for 2001; projected 2002 \$ amount; or no revenue.

[VIEW](#) 18 Responses

OTHER FINANCIAL INFORMATION

6. What percent (%) of your annual budget does your budget reserves represent?

	Number of Responses	Response Ratio
None	6	29%
0-20%	9	43%
21-40%	5	24%
41-60%	0	0%
61-80%	1	5%
81-100%	0	0%
Don't know	0	0%
Total	21	100%

7. If you lobby, who pays the related tax?

	Number of Responses	Response Ratio
Association	3	14%
Members	2	9%
Do not lobby	13	59%
VIEW Other, Please Specify	4	18%
Total	22	100%

COMMUNICATIONS

8. Which of the following information is provided on your Web site? Choose all that apply.

	Number of Responses	Response Ratio
Calendar of events	23	96%
Online event registration	21	88%
Online store	2	8%
Listing of members	19	79%
Industry directory	11	46%
Membership information	21	88%
Links to members	17	71%
Board of Directors list	19	79%
VIEW Other, Please Specify	10	42%

9. Do you have a Web master?

	Number of Responses	Response Ratio
Yes, on a paid basis	14	58%
Yes, on a volunteer basis	1	4%
No	9	38%

Total 24 100%

10. How does your organization publish its newsletter(s)? Choose all that apply.

	Number of Responses	Response Ratio
Print weekly	0	0%
Print bi-monthly	4	17%
Print monthly	1	4%
Print quarterly	0	0%
On-line weekly	3	13%
On-line bi-monthly	3	13%
On-line monthly	8	33%
On-line Quarterly	1	4%
Publish on a Contract Basis	0	0%
Do not publish any newsletters	3	13%
VIEW Other, Please Specify	3	13%

11. How many All-Member emails do you send out per month on a routine basis?

	Number of Responses	Response Ratio
One	2	8%
Two	3	13%
Three	3	13%
Four	2	8%
Five	10	42%
VIEW Other, Please Specify	4	17%
Total	24	100%

12. In what forms do you publish an IT industry directory? Choose all that apply.

	Number of Responses	Response Ratio
Print	8	33%
CD-ROM	2	8%
Web page	11	46%
Do not publish directory	6	25%
VIEW Other, Please Specify	2	8%

13. Do you perform an annual survey of any part of your region's IT industry?

	Number of Responses	Response Ratio
Yes	12	50%
No	12	50%
Total	24	100%

PROGRAMS, EVENTS, & ACTIVITIES




14. How many times per year do you hold the following?

VIEW 24 Responses




15. Lead Event information

VIEW 22 Responses



16. Do you organize members to influence your city/county government's technology agenda?

	Number of Responses	Response Ratio
Yes 	4	17%
No 	15	63%
VIEW If yes, please describe 	5	21%
Total	24	100%










17. Do you organize members to influence your state's government's technology agenda?

	Number of Responses	Response Ratio
Yes 	10	42%
No 	10	42%
VIEW If yes, please specify 	4	17%
Total	24	100%

18. Do you organize members to influence the federal government's technology agenda?

	Number of Responses	Response Ratio
Yes 	3	13%
No 	20	83%
VIEW If yes, please specify	1	4%
Total	24	100%

19. Please specify which of the following your association does. Choose all the apply.

	Number of Responses	Response Ratio
Matches job seekers with jobs 	16	67%
Matches funding seekers with equity/debt 	12	50%
Holds annual members meeting 	15	63%
Holds member awards ceremony 	11	46%
Lobbies on public policy (State) 	11	46%
Lobbies on public policy (Federal)	1	4%
Makes available a list of associate members 	14	58%
Makes available a list of non-members 	2	8%
Publishes a list of local and trade press media 	3	13%
Publishes a list of member business support services 	10	42%
Exhibits at conferences		

VIEW

and meetings (please list)



12

50%

20. Anything not listed above that your association does.

VIEW

8 Responses

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Survey Results

2002 CRITA Survey Part 3 of 3 (Part 3: 16 questions)

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[INDIVIDUAL RESPONSES](#)

Launch Date: 7/24/02

Close Date:

Total Invitations: 1

Total Respondents: 23

- [Cross Tabulate](#)
Cross-reference two different responses
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Receive results in spreadsheet format
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See who has and hasn't responded to your survey

Please provide information as of June 30, 2002, unless otherwise specified or available. Sections covered in this Part 3 Survey: Expenditures Third Party Services/Affinity Programs National Association Memberships, Affiliations Venture Capital Regional Geographic Chapters and Industry Cluster Management Charitable Foundation and Civic Goodwill CRITA Program Management Survey Comments and Suggestions

1. ENTER your association's name. Please make SURE this name is EXACTLY the SAME NAME used in all THREE survey sections

[VIEW](#) 22 Responses

EXPENDITURES

2. Please indicate your association's expected expenses for each of the following for 2002.

[VIEW](#) 18 Responses

THIRD PARTY SERVICES/AFFINITY PROGRAMS

3. Which of the following endorsed programs do you have for members? Of these, which of the following do you provide to members at a discounted rate?

Percentage indicates total respondent ratio and parenthesis indicate actual number.

	1 Dicount	2 No Discount	3 Do not Provide
1. Directors & Officers Liability insurance	21% (4)	0% (0)	68% (13)
2. Life/Disability insurance	21% (4)	11% (2)	53% (10)
3. Medical/Health insurance	32% (6)	11% (2)	47% (9)
4. Property & Casualty insurance	16% (3)	11% (2)	58% (11)
5. Internet Services	16% (3)	0% (0)	63% (12)

6. Local Telecom Services	16% (3)	0% (0)	68% (13)
7. Long distance phone	26% (5)	0% (0)	63% (12)
8. Wireless Services	5% (1)	0% (0)	74% (14)
9. Car Rental	0% (0)	0% (0)	79% (15)
10. Hotel	0% (0)	0% (0)	79% (15)
11. Overnight Shipping	11% (2)	0% (0)	74% (14)
12. Payroll/employee services	26% (5)	0% (0)	53% (10)
13. Travel services	0% (0)	0% (0)	79% (15)

4. Which of the following do you NOT RECEIVE any revenue from the provider (or no revenue back to the association)? Choose all that apply.

	Number of Responses	Response Ratio
Directors & Officers Liability insurance	10	77%
Life/Disability insurance	12	92%
Medical/Health insurance	9	69%
Property & casualty insurance	11	85%
Internet services	9	69%
Local telecom services	8	62%
Long distance phone	7	54%
Wireless services	9	69%
Car rental	11	85%
Hotel	11	85%
Overnight shipping	10	77%
Payroll/employee services	8	62%
Travel services	10	77%
VIEW Other, Please Specify	2	15%

5. Who are the carriers your association uses for the following affinity programs or services? List all that are applicable.

[VIEW](#) 10 Responses

NATIONAL ASSOCIATION MEMBERSHIPS, AFFILIATIONS, AND LINKAGES

6. Which national IT or other associations does your association have memberships, affiliations, or other linkages with? Choose all that apply.

	Number of Responses	Response Ratio
Information Technology Assn of America	12	63%
American Electronics Assn	2	11%
Technet	1	5%
MIT Enterprise Forum	2	11%
Society of Information Management	4	21%

Association of Computing Machinery	0	0%
IEEE	1	5%
Software Engineering Institute	0	0%
American Society of Association Executives	8	42%
VIEW Other, Please Specify	11	58%

VENTURE CAPITAL

7. How does your association manage the venture capital programs, partnerships, or other affiliations? Choose all that apply.

	Number of Responses	Response Ratio
Operates Venture & Angel Capital events directly	11	52%
Sponsors Venture & Angel Capital events indirectly	7	33%
Has Venture Capitalist(s) on board of directors	12	57%
Has a Capital Formation SIG or Peer Group	6	29%
Recommends member companies to VC or Angel investors	11	52%
No participation with Venture Capital community	0	0%
VIEW Other, Please Specify	7	33%

REGIONAL GEOGRAPHIC (CHAPTER) AND INDUSTRY CLUSTERS MANAGEMENT

8. How does your association serve different subregions of your target region? Choose all that apply.




	Number of Responses	Response Ratio
Region does not have subregions	6	29%
Supports local subregion chapter leadership formally	5	24%
Holds periodic meetings in subregions	11	52%
Actively recruits members in subregions	9	43%
Occasionally affiliates with other IT association serving subregion	7	33%
VIEW Other, Please Specify	0	0%




9. How does your IT association participate with broader "industry cluster" activities in your region, clusters that include more industries than just the IT industry? Choose all that apply.

	Number of Responses	Response Ratio
There are no larger "cluster" activities in the region	1	6%
My IT assn serves on the board of the broader regional "cluster" organization	7	44%
My association represents a broader "tech cluster" than just IT in my region	6	38%




My IT assn is not involved in the broader "cluster" activities in my region		2	13%
VIEW Other, Please Specify		5	31%

CHARITABLE FOUNDATION AND CIVIC GOODWILL

10. Does your association engage in/sponsor public service projects?		Number of Responses	Response Ratio
Yes		4	18%
No		15	68%
VIEW If yes, Please Specify		3	14%
Total		22	100%



11. Does your association have a charitable foundation (i.e., 501(c)(3))?		Number of Responses	Response Ratio
Yes		2	9%
No		15	68%
Don't know		0	0%
VIEW If yes, please describe and specify 1999 income		5	23%
Total		22	100%

CRITA Program Management

12. How many times a year should CRITA hold its Executive Conferences like this one in Portland?		Number of Responses	Response Ratio
One		10	45%
Two		11	50%
VIEW Other, Please Specify		1	5%
Total		22	100%

13. List Potential CRITA Corporate or Organizational Sponsors that you know or have a strong connection to, who you would approach about sponsoring the CRITA Executive Conferences.

[VIEW](#) 4 Responses

14. Did your organization participate in the CRITA Mercer Wage Survey?		Number of Responses	Response Ratio
Yes		15	68%
No		7	32%
Total		22	100%

15. How many times a month do you personally reference or refer someone to the CRITA web site?

	Number of Responses	Response Ratio
One 1.	8	42%
Two 2.	7	37%
Three 3.	1	5%
Four 4.	2	11%
More than Four 5.	1	5%
Total	19	100%

SURVEY COMMENTS AND SUGGESTIONS (BESIDES DOING IT EARLIER)

16. If you would like to share any comments or suggestions about this survey, please do so here. Thank you for participating.

[VIEW](#) 4 Responses

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