**Variable List for Firm Survey**

**Note: a11 corresponds to question A1.1 in the questionnaire, similarly for all the other variables in this table. Please refer to the firm-level questionnaire for details about each variable.**

|  |  |
| --- | --- |
| Variable Name | Variable definition |
|  |  |
| **Section A1** | **Location information** |
| a11 | province code |
| a12 | Village Code |
|  |  |
| **Section A2** | **Interviewee’s information** |
| a22 | 1= male ; 2=female |
| a23 | Location of residence: 1=This Village; 2=Same town different village; 3=Same county different town; 4=Same city different county; 5=Same province different city; 6=Out of province; 7=Out of country |
| a24 | Position within the firm: 1=owner; 2=high level manager; 3 =mid-level manager |
| a25 | interviewee's age (years) |
| a26 | interviewee's education level: 1=Illiterate; 2=Elementary school;3=Middle School; 4=High School; 5=Vocational School; 6=College; 7=University and above |
| a27 | is the interviewee a communist party member (1=yes; 2=no) |
| a28 | is the interviewee a gov't official (1=yes; 2=no) |
| a29 | how long has the interviewee being working at this firm (years) |
| a210 | what is the relationship between the interviewee and the firm |
|  |  |
| **Section A3** | **Owner information** |
| a32 | 1= male ; 2=female |
| a33 | owner's residence |
| a34 | owner's age |
| a35 | owner's education level |
| a36 | is owner a communist party member |
| a37 | is owner an official |
|  |  |
| **Section B** | **Firm Information** |
| b1 | year the firm started operating |
| b2a | year the firm started operating in this firm |
| b2b | bigger shareholder's stake in % |
| b3 | is the manager and the biggest holder the same person: 1=yes;2=no |
| b41 | private holding domestic % |
| b42 | private holding foreign % |
| b43 | state holding % |
| b44 | others holding % |
| b45 | explain holding structure |
| b5a | was it ever a state-owned or tve? 1=soe ; 2=tve; 3=no then skip to Question b6 |
| b5b | which year did it become privatized |
| b6 | main product of the firm |
| b71 | # blue collar / farmers |
| b72 | # white collar /not manager |
| b73 | # mid-level manager |
| b74 | # high-level manager |
| b8 | any other production location for this firm |
|  |  |
| **Section C** | **Land Contract** |
| c1 | year it started renting lend from this village |
| c21a | # currently actively contracts , directly negotiated with farmers |
| c21b | # currently actively contracts, negotiated with farmer, then through village council |
| c21c | # currently actively contracts, negotiated with village council directly |
| c22a | # Contracts being brought up in the past 12 months including the ones being rejected: directly negotiated with farmers. |
| c22b | # contracts being brought up in the past 12 months including the ones being rejected: negotiated with farmer, then through village council |
| c22c | # contracts being brought up in the past 12 months including the ones being rejected: negotiated with village council directly |
| c31a | total land size in mu among all rejected contracts in the past 12 months |
| c31b | average price per mu among the rejected (unit: yuan/mu) |
| c31c | contract length among rejected (years) |
| c32a | total land size in mu among all accepted contracts in the past 12 months |
| c32b | average price per mu among the accepted (unit: yuan/mu) |
| c32c | contract length among accepted (years) |
| c411 | contracting party |
| c412 | contract starting year |
| c413 | fixed year contract (1=yes ;2=no, skip to Question 4.5) |
| c414 | contract length |
| c415 | who receive farm subsidy 1=farmer ; 2=business ; 3=both; 4=no |
|  | subsidy(then skip to 4.7) |
| c416 | Subsidy (yuan/mu) |
| c417 | Need guarantee money? 1=yes; 2=no, skip to 4.9 |
| c418 | guarantee amount (Yuan) |
| c419 | total land size for this type of contract (mu) |
| c4110 | total payout for this type of contract (yuan) |
| c4111 | fixed rent? 1=yes 2=no, skip to 4.13 |
| c4112 | if fixed how much per mu per year (yuan/mu-year) |
| c4113 | how was rent determined 1=according to crop yield; 2=according to landlord |
| c4114 | how much was the fixed rent part (if total is not fixed) |
| c4115 | how much was the non-fixed rent part (if total is not fixed) |
| c4116 | if it's split with the firm, how much does landlord get back? |
| c4117 | how many contract of this type |
| c4118 | detail of the contract |
| c421 | contracting party |
| c422 | contract starting year |
| c423 | fixed year contract 1=yes ;2=no, skip to 4.5 |
| c424 | contract length |
| c425 | who receive farm subsidy 1=farmer ; 2 business ; 3 both; 4 no |
|  | subsidy,skip to 4.7 |
| c426 | yuan/mu, subsidy |
| c427 | need guarantee money? 1=yes; 2=no, skip to 4.9 |
| c428 | yuan, guarantee amount |
| c429 | mu, total land size for this type of contract |
| c4210 | yuan, total payout for this type of contract |
| c4211 | fixed rent? 1=yes 2=no, skip to 4.13 |
| c4212 | yuan/mu-year, if fixed how much per mu per year |
| c4213 | how was rent determined 1=according to crop yield; 2=according to landlord |
| c4214 | how much was the fixed rent part (if total is not fixed) |
| c4215 | how much was the non-fixed rent part (if total is not fixed) |
| c4216 | if it's split with the firm, how much does landlord get back? |
| c4217 | how many contract of this type |
| c4218 | detail of the contract |
| c431 | contracting party |
| c432 | contract starting year |
| c433 | fixed year contract 1=yes ;2=no, skip to 4.5 |
| c434 | contract length |
| c435 | who receive farm subsidy 1=farmer ; 2 business ; 3 both; 4 no subsidy,skip to 4.7 |
| c436 | yuan/mu, subsidy |
| c437 | need guarantee money? 1=yes; 2=no, skip to 4.9 |
| c438 | yuan, guarantee amount |
| c439 | mu, total land size for this type of contract |
| c4310 | yuan, total payout for this type of contract |
| c4311 | fixed rent? 1=yes 2=no, skip to 4.13 |
| c4312 | yuan/mu-year, if fixed how much per mu per year |
| c4313 | how was rent determined 1=according to crop yield; 2=according to landlord |
| c4314 | how much was the fixed rent part (if total is not fixed) |
| c4315 | how much was the non-fixed rent part (if total is not fixed) |
| c4316 | if it's split with the firm, how much does landlord get back? |
| c4317 | how many contract of this type |
| c4318 | detail of the contract |
| c441 | contracting party |
| c442 | contract starting year |
| c443 | fixed year contract 1=yes ;2=no, skip to 4.5 |
| c444 | contract length |
| c445 | who receive farm subsidy 1=farmer ; 2 business ; 3 both; 4 no subsidy,skip to 4.7 |
| c446 | yuan/mu, subsidy |
| c447 | need guarantee money? 1=yes; 2=no, skip to 4.9 |
| c448 | yuan, guarantee amount |
| c449 | mu, total land size for this type of contract |
| c4410 | yuan, total payout for this type of contract |
| c4411 | fixed rent? 1=yes 2=no, skip to 4.13 |
| c4412 | yuan/mu-year, if fixed how much per mu per year |
| c4413 | how was rent determined 1=according to crop yield; 2=according to landlord |
| c4414 | how much was the fixed rent part (if total is not fixed) |
| c4415 | how much was the non-fixed rent part (if total is not fixed) |
| c4416 | if it's split with the firm, how much does landlord get back? |
| c4417 | how many contract of this type |
| c4418 | detail of the contract |
|  |  |
| **Section D** | **Financial Situation** |
| d111 | source of borrowing money |
| d112 | name |
| d113 | amount borrowed, yuan |
| d114 | year the loan was approved |
| d115 | duration of the loans (years) |
| d116 | interest rate, % |
| d117 | any collateral, 1=yes; 2=no |
| d118 | type of collateral |
| d119 | yuan, collateral worth? |
| d121 | source of borrowing money |
| d122 | name |
| d123 | amount borrowed, yuan |
| d124 | year the loan was approved |
| d125 | duration of the loans (years) |
| d126 | interest rate, % |
| d127 | any collateral, 1=yes; 2=no |
| d128 | type of collateral |
| d129 | yuan, collateral worth? |
| d131 | source of borrowing money |
| d132 | name |
| d133 | amount borrowed, yuan |
| d134 | year the loan was approved |
| d135 | duration of the loans (years) |
| d136 | interest rate, % |
| d137 | any collateral, 1=yes; 2=no |
| d138 | type of collateral |
| d139 | yuan, collateral worth? |
| d141 | source of borrowing money |
| d142 | name |
| d143 | amount borrowed, yuan |
| d144 | year the loan was approved |
| d145 | duration of the loans (years) |
| d146 | interest rate, % |
| d147 | any collateral, 1=yes; 2=no |
| d148 | type of collateral |
| d149 | yuan, collateral worth? |
| d151 | source of borrowing money |
| d152 | name |
| d153 | amount borrowed, yuan |
| d154 | year the loan was approved |
| d155 | duration of the loans (years) |
| d156 | interest rate, % |
| d157 | any collateral, 1=yes; 2=no |
| d158 | type of collateral |
| d159 | yuan, collateral worth? |
| d2 | does your company has a credit limit |
| d3 | what is your company's borrowing limit for the year |
| d4 | how much (in %) have you used your borrowing limit |
|  |  |
| **Section E** | **Financial Statements** |
| e2012a | total revenue in 2012 |
| e2012b | total cost in 2012 |
| e2012c | total interest payment in 2012 |
| e2012d | total tax in 2012 |
| e2012e | total capital in 2012 |
| e2012f | total non-fixed loan in 2012 |
| e2012g | total fixed loan in 2012 |
| e2012h | total wage and bonus for managers in 2012 |
| e2012i | total wage and bonus for workers in 2012 |
| e2011a | total revenue in 2011 |
| e2011b | total cost in 2011 |
| e2011c | total interest payment in 2011 |
| e2011d | total tax in 2011 |
| e2011e | total capital in 2011 |
| e2011f | total non-fixed loan in 2011 |
| e2011g | total fixed loan in 2011 |
| e2011h | total wage and bonus for managers in 2011 |
| e2011i | total wage and bonus for workers in 2011 |
| e2010a | total revenue in 2010 |
| e2010b | total cost in 2010 |
| e2010c | total interest payment in 2010 |
| e2010d | total tax in 2010 |
| e2010e | total capital in 2010 |
| e2010f | total non-fixed loan in 2010 |
| e2010g | total fixed loan in 2010 |
| e2010h | total wage and bonus for managers in 2010 |
| e2010i | total wage and bonus for workers in 2010 |
| e2012 | total R&D cost in 2012 |
| e2011 | total R&D cost in 2011 |
| e2010 | total R&D cost in 2010 |
|  |  |
| **Section F** | **Production Inputs and Costs** |
| f11a | does your company use small/mid size tools for production |
| f12a | does your company own small/mid size tools for production |
| f13a | if you replace this small/mid size tools for production, how much would it cost |
| f14a | does your company rent small/mid size tools for production |
| f15a | how much have you paid for renting small/mid size tools for production this year |
| f16a | does your company borrow small/mid size tools for production for free |
| f17a | if you were to rent, how much does it rent small/mid size tools for production |
| f11b | does your company use machinery |
| f12b | does your company own machinery |
| f13b | if you replace this machinery, how much would it cost you to replace |
| f14b | does your company rent machinery |
| f15b | how much have you paid for renting machinery this year |
| f16b | does your company borrow machinery for free |
| f17b | if you were to rent, how much does it rent machinery |
| f11c | does your company use car |
| f12c | does your company own car |
| f13c | if you replace this car, how much would it cost you to replace |
| f14c | does your company rent car |
| f15c | how much have you paid for renting car this year |
| f16c | does your company borrow car for free |
| f17c | if you were to rent, how much does it rent car |
| f11d | does your company use 'plant' |
| f12d | does your company own 'plant' |
| f13d | if you replace this 'plant', how much would it cost you to replace |
| f14d | does your company rent 'plant' |
| f15d | how much have you paid for renting 'plant' this year |
| f16d | does your company borrow 'plant' for free |
| f17d | if you were to rent, how much does it rent 'plant' |
| f11e | does your company use farm animals for production |
| f12e | does your company own farm animals for production |
| f13e | if you replace this farm animals for production, how much would it cost you |
| f14e | does your company rent farm animals for production |
| f15e | how much have you paid for renting farm animals for production this year |
| f16e | does your company borrow farm animals for production for free |
| f17e | if you were to rent, how much does it rent farm animals for production |
| f11f | does your company use other capitals that don't include your inventory |
| f12f | does your company own other capitals that don't include your inventory |
| f13f | if you replace this other capitals that don't include your inventory, how much is it? |
| f14f | does your company rent other capitals that don't include your inventory |
| f15f | how much have you paid for renting other capitals that don't include your inventory |
| f16f | does your company borrow other capitals that don't include your inventory for free |
| f17f | if you were to rent, how much does it rent other capitals that don't include your inventory |
| f21a | yuan, cost of fishery or livestock |
| f21b | yuan, cost of feed |
| f21c | yuan, cost of seed |
| f21d | yuan, cost of chemical fertilizer |
| f21e | yuan, cost of organic fertilizer |
| f21f | yuan, cost of insecticide |
| f21g | yuan, irrigation |
| f21h | yuan, machinery cost |
| f21i | yuan, raw material |
| f21j | yuan, electricity |
| f21k | yuan, water |
| f21l | yuan, fuel |
| f21m | yuan, land |
| f21n | yuan, communication |
| f21o | yuan, govt tax |
| f21p | yuan, factory maintenance cost |
| f21q | yuan, transportation /travel cost |
| f21r | yuan, other cost |
| f22a | yuan, cost of fishery or livestock |
| f22b | yuan, cost of feed |
| f22c | yuan, cost of seed |
| f22d | yuan, cost of chemical fertilizer |
| f22e | yuan, cost of organic fertilizer |
| f22f | yuan, cost of insecticide |
| f22g | yuan, irrigation |
| f22h | yuan, machinery cost |
| f22i | yuan, raw material |
| f22j | yuan, electricity |
| f22k | yuan, water |
| f22l | yuan, fuel |
| f22m | yuan, land |
| f22n | yuan, communication |
| f22o | yuan, govt tax |
| f22p | yuan, factory maintenance cost |
| f22q | yuan, transportation /travel cost |
| f22r | yuan, other cost |
| f31a | persons, total employees in this village, last year (from a-f) |
| f31b | day, employed-day in this village last year |
| f31c | yuan, total wage cost in this village last year |
| f31d | persons, free family labor in this village last year |
| f31e | days, free family labor-day in this village last year |
| f31f | yuan, free family labor-values in this village last year |
| f32a | persons, total employees , last year (from a-f) |
| f32b | day, employed-day last year |
| f32c | yuan, total wage cost last year |
| f32d | persons, free family labor last year |
| f32e | days, free family labor-day last year |
| f32f | yuan, free family labor-values last year |
|  |  |
| **Section G** | **Agricultural Land and Output**  **(if not an agricultural firm, go directly to section H)** |
| g10 | crop type |
| g11 | mu, planting area |
| g12 | 1=water land; 2=dry land |
| g13 | quality 1=high; 2=mid; 3=low |
| g14 | irrigation method 1=service water ; 2=underground water;3=other;4=no irrigation |
| g15 | any natural disaster 1=yes ; 2=no |
| g161 | Jin (1 Jin=1.1 pounds), crop yield |
| g162 | yuan/jin, price |
| g20 | crop type |
| g21 | mu, planting area |
| g22 | 1=water land; 2=dry land |
| g23 | quality 1=high; 2=mid; 3=low |
| g24 | irrigation method 1=service water ; 2=underground water;3=other;4=no irrigation |
| g25 | any natural disaster 1=yes ; 2=no |
| g261 | jin, crop yield |
| g262 | yuan/jin, price |
| g30 | crop type |
| g31 | mu, planting area |
| g32 | 1=water land; 2=dry land |
| g33 | quality 1=high; 2=mid; 3=low |
| g34 | irrigation method 1=service water ; 2=underground water;3=other;4=no irrigation |
| g35 | any natural disaster 1=yes ; 2=no |
| g361 | jin, crop yield |
| g362 | yuan/jin, price |
| g40 | crop type |
| g41 | mu, planting area |
| g42 | 1=water land; 2=dry land |
| g43 | quality 1=high; 2=mid; 3=low |
| g44 | irrigation method 1=service water ; 2=underground water;3=other;4=no irrigation |
| g45 | any natural disaster 1=yes ; 2=no |
| g461 | jin, crop yield |
| g462 | yuan/jin, price |
| g50 | crop type |
| g51 | mu, planting area |
| g52 | 1=water land; 2=dry land |
| g53 | quality 1=high; 2=mid; 3=low |
| g54 | irrigation method 1=service water ; 2=underground water;3=other;4=no irrigation |
| g55 | any natural disaster 1=yes ; 2=no |
| g561 | jin, crop yield |
| g562 | yuan/jin, price |
| g60 | crop type |
| g61 | mu, planting area |
| g62 | 1=water land; 2=dry land |
| g63 | quality 1=high; 2=mid; 3=low |
| g64 | irrigation method 1=service water ; 2=underground water;3=other;4=no irrigation |
| g65 | any natural disaster 1=yes ; 2=no |
| g661 | jin, crop yield |
| g662 | yuan/jin, price |
| h1 | choosing between 1.400yuan 2=600 vs 0 |
| h2 | choosing between 1.400yuan 2=800 vs 0 |
| h3 | choosing between 1.400yuan 2=1000 vs 0 |
| h4 | choosing between 1.400yuan 2=1200 vs 0 |
| h5 | choosing between 1.400yuan 2=1400 vs 0 |
| h6 | choosing between 1.400yuan 2=1600 vs 0 |
|  |  |
| **Section I** | **market environment** |
| i | If you were to raise your prices of your main product line or main line of services 10% above their current level in the domestic market (adjusted for inflation) which of the following would best describe the result assuming that your competitors maintained their current price? |
|  |  |
| **Section J** | **Government connections and ties** |
| ja1 | does the company have a good relationship with village-official |
| ja2 | Out of 1(no rel)-5(best rel), how good is the company's relationship with village |
| ja3 | how often do you communicate with this village official |
| jb1 | does the company have a good relationship with township-official |
| jb2 | Out of 1(no rel)-5(best rel), how good is the company's relationship with township |
| jb3 | how often do you communicate with this township official |
| jc1 | does the company have a good relationship with county-official |
| jc2 | Out of 1(no rel)-5(best rel), how good is the company's relationship with county official |
| jc3 | how often do you communicate with this county official |
| jd1 | does the company have a good relationship with higher level-official |
| jd2 | Out of 1(no rel)-5(best rel), how good is the company's relationship with higher level-official |
| jd3 | how often do you communicate with this higher-level official |
|  |  |
| **Section K** | **Qualitative business environment questions** |
| k1a | does communication problem affect the company's growth |
| k1b | does electricity problem affect the company's growth |
| k1c | does transportation problem affect the company's growth |
| k1d | does land problem affect the company's growth |
| k1e | does water problem affect the company's growth |
| k1f | does natural disaster affect the company's growth |
| k1g | does pest infestation affect the company's growth |
| k1h | does tax affect the company's growth |
| k1i | does tax management affect the company's growth |
| k1j | does labor monitoring affect the company's growth |
| k1k | does quality of workers affect the company's growth |
| k1l | does getting appropriate license affect the company's growth |
| k1m | does channel of getting loans affect the company's growth |
| k1n | does cost of getting loans affect the company's growth |
| k1o | does unstable macro environment affect the company's growth |
| k1p | does corruption affect the company's growth |
| k1q | does crime affect the company's growth |
| k1r | does competitor use illegal means affect the company's growth |
| k1s | does judiciary system affect the company's growth |
| k2 | What’s the likelihood that the legal system will uphold my contract and property rights in business disputes? |
| k3 | among the govt officials, what share of them would help (not block) this company |
| k4 | on average, what is the share of total revenue (%) that the company spent on gifts or informal payments to public officials |
| k5 | In a typical month, what percentage of senior management's time is spent in dealing with requirements imposed by government regulations [e.g. taxes, customs, labor regulations, licensing and registration] including dealings with officials, completing forms, etc.? |
|  |  |
| **Section L** | **Suppliers** |
| l11 | What share of the suppliers locate in this county |
| l12 | What share of the suppliers locate in this city outside of this county |
| l13 | What share of the suppliers locate in this province outside of this city |
| l14 | What share of the suppliers locate in China outside of this province |
| l15 | What share of the suppliers locate abroad |
| l2 | how long have you been working with your main supplier |
| l3 | does your company sign formal contract with your supplier? |
| l4 | In the past 3 years how many times have your company had legal problem with your suppliers? |
| l51a | To deal with business-related legal issue with suppliers, how often (in %) would you use negotiation? |
| l51b | To deal with business-related legal issue with suppliers, how often (in %) would you resort to lawsuits? |
| l51c | To deal with business-related legal issue with suppliers, how often (in %) would you use arbitration? |
| l51d | To deal with business-related legal issue with suppliers, how often (in %) would you use other methods? |
| l52a | how long does l51a take in months |
| l52b | how long does l51b take in months |
| l52c | how long does l51c take in months |
| l52d | how long does l51d take in months |
|  |  |
| **Section M** | **Clients** |
| m11 | What share of the customers locate in this county |
| m12 | What share of the customers locate in this city outside of this county |
| m13 | What share of the customers locate in this province outside of this city |
| m14 | What share of the customers locate in China outside of this province |
| m15 | What share of the customers locate abroad |
| m2 | how long have you been working with your main customer |
| m3 | does your company sign formal contract with your customer? |
| m41 | Among the sales you have made this year, what share do you sell to gov't % |
| m42 | Among the sales you have made this year, what share do you sell to soe % |
| m43 | Among the sales you have made this year, what share do you sell to private % |
| m5 | In the past 3 years how many times have your company had legal problem with your clients |
| m61a | To deal with business-related legal issue with customers, how often (in %) would you use negotiation? |
| m61b | To deal with business-related legal issue with customers, how often (in %) would you resort to lawsuits? |
| m61c | To deal with business-related legal issue with customers, how often (in %) would you use arbitration? |
| m61d | To deal with business-related legal issue with customers, how often (in %) would you use other methods? |
| m62a | how long does m61a take in months |
| m62b | how long does m61b take in months |
| m62c | how long does m61c take in months |
| m62d | how long does m61d take in months |