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| **Table 1. Success Factors and Numerical Value** |
| **Population Trends**  | Annual growth rate above state | 2 |
| Annual growth rate blow state but positive  | 1 |
| Annual growth rate negative | 0 |
| **New Non-Farm Proprietors** | Average more than 3 per month | 3 |
| Average more than 2 but less than 3 | 2 |
| Average more than 1 but less than 2 | 1 |
| Average more less than 1 per month | 0 |
| **New Business by Founding Year** | Average more than 4 per month | 3 |
| Average more than 2 but less than 4 | 2 |
| Average more than 1 but less than 2 | 1 |
| Average less than 1 per month | 0 |
| **Total Retail Sales** | Positive Trend  | 1 |
| Flat Trend or Negative Trend | 0 |
| **Bank Deposits** | Positive Trend | 1 |
| Negative Trend | 0 |
| **Total Private Employment** | 2 year Positive Trend  | 2 |
| Stable | 1 |
| Negative | 0 |
| **Manufacturing Units** | 100 or more units | 3 |
| 99 to 51 units | 2 |
| 50 to 26 units | 1 |
| 25 to 0 units | 0 |
| **Industrial Activity**  | 1 or more new location or expansions per year | 1 |
| **Technical Core** | Ratio of technical units to business units 1:10 | 3 |
| 1:11 – 1:15 | 2 |
| 1:16 – 1:20 | 1 |
| 1:21 or more | 0 |
| **Higher Education** | 4-Year College | 3 |
| 2-Year College | 2 |
| Technical School | 1 |
| **Industrial Development Organization (IDO)** | Operating in area | 1 |
| **Chamber of Commerce**  | Operating in area | 2 |
| **Incubator Activity** | Operating Incubator | 3 |
| Under Development | 2 |
| **S.B.D.C.** | Access to nearby S.B.D.C.  | 1 |
| **Leadership Attitude**  | Very Positive  | 3 |
| Positive | 2 |
| Receptive | 1 |
| Non-Receptive | 0 |
| Source: Stacey & Associate, 2001 |  |  |