\*//////////////CODEBOOK for Adopter Survey Public Dataset//////////////////////////.

\*Display codebook.

CODEBOOK

/VARINFO POSITION LABEL TYPE MEASURE VALUELABELS MISSING /OPTIONS VARORDER=VARLIST SORT=ASCENDING MAXCATS=25 /STATISTICS COUNT PERCENT MEAN STDDEV.

#### Codebook

#### Notes

| Output Crea | nted                              | 26-JUL-2016 11:06:26   |
|-------------|-----------------------------------|--|
| Comments    |                                   |  |
| Input       | Data                              | /Users/Aaron/Documen<br>ts/Aaron Files/AA-PSU<br>Job/SEEDs/Analysis<br>Planning/DB cleaning<br>holder/Public Use Data<br>Prep/ADOPTER_prep_Pu<br>blic.sav    |
|             | <b>Active Dataset</b>             | ADOPpublic   |
|             | Filter                            | <none></none>  |
|             | Weight                            | <none></none>  |
|             | Split File                        | <none></none>  |
|             | N of Rows in<br>Working Data File | 1604   |
| Syntax      |                                   | CODEBOOK /VARINFO POSITION LABEL TYPE MEASURE VALUELABELS MISSING /OPTIONS VARORDER=VARLIST SORT=ASCENDING MAXCATS=25 /STATISTICS COUNT PERCENT MEAN STDDEV. |
| Resources   | <b>Processor Time</b>             | 00:00:00.53  |
|             | Elapsed Time                      | 00:00:00.00  |

# CASE\_ID

|                  |                    | Value                              |
|------------------|--------------------|------------------------------------|
| Standard         | Position           | 1                                  |
| Attributes       | Label              | Unique<br>respondent<br>identifier |
|                  | Туре               | Numeric                            |
|                  | Measurement        | Scale                              |
| N                | Valid              | 1604                               |
|                  | Missing            | 0                                  |
| Central Tendency | Mean               | 2143.50                            |
| and Dispersion   | Standard Deviation | 463.179                            |

# GPS\_NAC\_ADOPTER

|              |             | Value                            | Count | Percent |
|--------------|-------------|----------------------------------|-------|---------|
| Standard     | Position    | 2                                |       |         |
| Attributes   | Label       | Which survey<br>was<br>completed |       |         |
|              | Туре        | Numeric                          |       |         |
|              | Measurement | Nominal                          |       |         |
| Valid Values | 1.00        | GPS                              | 0     | 0.0%    |
|              | 2.00        | NAC                              | 0     | 0.0%    |
|              | 3.00        | ADOP                             | 1604  | 100.0%  |

# SURVEY\_SOURCE

|              |             | Value                    | Count | Percent |
|--------------|-------------|--------------------------|-------|---------|
| Standard     | Position    | 3                        |       |         |
| Attributes   | Label       | Which Survey R Completed |       |         |
|              | Туре        | Numeric                  |       |         |
|              | Measurement | Nominal                  |       |         |
| Valid Values | 1           | GPS                      | 0     | 0.0%    |
|              | 2           | ADOP                     | 1529  | 95.3%   |
|              | 3           | ADOP Panel               | 75    | 4.7%    |
|              | 4           | NAC                      | 0     | 0.0%    |
|              | 5           | NAC PANEL                | 0     | 0.0%    |

#### **STATE**

|              |             | Value                             | Count | Percent |
|--------------|-------------|-----------------------------------|-------|---------|
| Standard     | Position    | 4                                 |       |         |
| Attributes   | Label       | Which state<br>do you live<br>in? |       |         |
|              | Туре        | Numeric                           |       |         |
|              | Measurement | Nominal                           |       |         |
| Valid Values | 1           | New Jersey                        | 144   | 9.0%    |
|              | 2           | New York<br>(state)               | 176   | 11.0%   |
|              | 3           | Arizona                           | 108   | 6.7%    |
|              | 4           | California                        | 1176  | 73.3%   |
|              | 92          | Another state (please specify):   | 0     | 0.0%    |

# HOME

|                |             | Value   | Count | Percent |
|----------------|-------------|---|-------|---------|
| Standard       | Position    | 5   |       |         |
| Attributes     | Label       | What type of home do you live in?                               |       |         |
|                | Туре        | Numeric   |       |         |
|                | Measurement | Nominal   |       |         |
| Valid Values   | 1           | Single-<br>family<br>detached                                   | 74    | 4.6%    |
|                | 2           | Single-<br>family<br>attached<br>house (e.g.<br>duplex,         | 1     | 0.1%    |
|                | 3           | Apartment\C ondo in a house or a building with 2-4 units        | 0     | 0.0%    |
|                | 4           | Apartment\C<br>ondo in a<br>building with<br>5 or more<br>units | 0     | 0.0%    |
|                | 5           | Mobile home   | 0     | 0.0%    |
|                | 90          | Other   | 0     | 0.0%    |
| Missing Values | System      |   | 1529  | 95.3%   |

#### **HAVESOLAR**

|                  |                    | Value  | Count | Percent |
|------------------|--------------------|--|-------|---------|
| Standard         | Position           | 6  |       |         |
| Attributes       | Label              | Do you have<br>solar panels<br>that<br>generate<br>electricity at              |       |         |
|                  | Туре               | Numeric  |       |         |
|                  | Measurement        | Scale  |       |         |
| N                | Valid              | 1604   |       |         |
|                  | Missing            | 0  |       |         |
| Central Tendency | Mean               | 1.00   |       |         |
| and Dispersion   | Standard Deviation | .071   |       |         |
| Labeled Values   | 1                  | Yes  | 1602  | 99.9%   |
|                  | 2                  | No   | 0     | 0.0%    |
|                  | 3                  | Have solar<br>panels<br>installed, but<br>they aren't<br>working now           | 2     | 0.1%    |
|                  | 4                  | Had solar<br>panels on a<br>past home,<br>but have<br>moved                    | 0     | 0.0%    |
|                  | 5                  | Have signed<br>a contract<br>for solar<br>panels, but<br>don't have<br>working | 0     | 0.0%    |

|                  |                    | Value  | Count | Percent |
|------------------|--------------------|--|-------|---------|
| Standard         | Position           | 7  |       |         |
| Attributes       | Label              | What<br>prompted<br>you - Saw<br>advertising<br>or news<br>article |       |         |
|                  | Туре               | Numeric  |       |         |
|                  | Measurement        | Scale  |       |         |
| N                | Valid              | 1603   |       |         |
|                  | Missing            | 1  |       |         |
| Central Tendency | Mean               | .23  |       |         |
| and Dispersion   | Standard Deviation | .418   |       |         |
| Labeled Values   | 1                  | Yes  | 361   | 22.5%   |

|                  |                    | Value   | Count | Percent |
|------------------|--------------------|---|-------|---------|
| Standard         | Position           | 8   |       |         |
| Attributes       | Label              | What<br>prompted<br>you -<br>Planning\doi<br>ng other<br>work on your<br>home |       |         |
|                  | Туре               | Numeric   |       |         |
|                  | Measurement        | Scale   |       |         |
| N                | Valid              | 1603  |       |         |
|                  | Missing            | 1   |       |         |
| Central Tendency | Mean               | .05   |       |         |
| and Dispersion   | Standard Deviation | .214  |       |         |
| Labeled Values   | 1                  | Yes   | 77    | 4.8%    |

|                  |                    | Value   | Count | Percent |
|------------------|--------------------|---|-------|---------|
| Standard         | Position           | 9   |       |         |
| Attributes       | Label              | What<br>prompted<br>you -<br>Looking for<br>ways to<br>reduce<br>energy bills |       |         |
|                  | Туре               | Numeric   |       |         |
|                  | Measurement        | Scale   |       |         |
| N                | Valid              | 1603  |       |         |
|                  | Missing            | 1   |       |         |
| Central Tendency | Mean               | .89   |       |         |
| and Dispersion   | Standard Deviation | .318  |       |         |
| Labeled Values   | 1                  | Yes   | 1420  | 88.5%   |

|                  |                    | Value   | Count | Percent |
|------------------|--------------------|---|-------|---------|
| Standard         | Position           | 10  |       |         |
| Attributes       | Label              | What<br>prompted<br>you -<br>Planning for<br>retirement |       |         |
|                  | Туре               | Numeric   |       |         |
|                  | Measurement        | Scale   |       |         |
| N                | Valid              | 1603  |       |         |
|                  | Missing            | 1   |       |         |
| Central Tendency | Mean               | .10   |       |         |
| and Dispersion   | Standard Deviation | .302  |       |         |
| Labeled Values   | 1                  | Yes   | 163   | 10.2%   |

|                  |                    | Value  | Count | Percent |
|------------------|--------------------|--|-------|---------|
| Standard         | Position           | 11   |       |         |
| Attributes       | Label              | What<br>prompted<br>you -<br>Considering\<br>adding a<br>major new<br>energy use |       |         |
|                  | Туре               | Numeric  |       |         |
|                  | Measurement        | Scale  |       |         |
| N                | Valid              | 1603   |       |         |
|                  | Missing            | 1  |       |         |
| Central Tendency | Mean               | .06  |       |         |
| and Dispersion   | Standard Deviation | .245   |       |         |
| Labeled Values   | 1                  | Yes  | 103   | 6.4%    |

|                  |                    | Value   | Count | Percent |
|------------------|--------------------|---|-------|---------|
| Standard         | Position           | 12  |       |         |
| Attributes       | Label              | What<br>prompted<br>you - Had<br>group<br>purchase<br>opportunity |       |         |
|                  | Туре               | Numeric   |       |         |
|                  | Measurement        | Scale   |       |         |
| N                | Valid              | 1603  |       |         |
|                  | Missing            | 1   |       |         |
| Central Tendency | Mean               | .01   |       |         |
| and Dispersion   | Standard Deviation | .111  |       |         |
| Labeled Values   | 1                  | Yes   | 20    | 1.2%    |

|                  |                    | Value  | Count | Percent |
|------------------|--------------------|--|-------|---------|
| Standard         | Position           | 13   |       |         |
| Attributes       | Label              | What<br>prompted<br>you - Came<br>into some<br>money |       |         |
|                  | Туре               | Numeric  |       |         |
|                  | Measurement        | Scale  |       |         |
| N                | Valid              | 1603   |       |         |
|                  | Missing            | 1  |       |         |
| Central Tendency | Mean               | .02  |       |         |
| and Dispersion   | Standard Deviation | .152   |       |         |
| Labeled Values   | 1                  | Yes  | 38    | 2.4%    |

|                  |                    | Value   | Count | Percent |
|------------------|--------------------|---|-------|---------|
| Standard         | Position           | 14  |       |         |
| Attributes       | Label              | What<br>prompted<br>you - Heard<br>about low-<br>money-<br>down |       |         |
|                  | Туре               | Numeric   |       |         |
|                  | Measurement        | Scale   |       |         |
| N                | Valid              | 1603  |       |         |
|                  | Missing            | 1   |       |         |
| Central Tendency | Mean               | .23   |       |         |
| and Dispersion   | Standard Deviation | .423  |       |         |
| Labeled Values   | 1                  | Yes   | 373   | 23.3%   |

|                  |                    | Value  | Count | Percent |
|------------------|--------------------|--|-------|---------|
| Standard         | Position           | 15   |       |         |
| Attributes       | Label              | What<br>prompted<br>you - Saw<br>solar on a<br>home or<br>being<br>installed |       |         |
|                  | Туре               | Numeric  |       |         |
|                  | Measurement        | Scale  |       |         |
| N                | Valid              | 1603   |       |         |
|                  | Missing            | 1  |       |         |
| Central Tendency | Mean               | .21  |       |         |
| and Dispersion   | Standard Deviation | .410   |       |         |
| Labeled Values   | 1                  | Yes  | 342   | 21.3%   |

|                  |                    | Value   | Count | Percent |
|------------------|--------------------|---|-------|---------|
| Standard         | Position           | 16  |       |         |
| Attributes       | Label              | What<br>prompted<br>you -<br>Someone<br>you know<br>talked to you<br>about it |       |         |
|                  | Туре               | Numeric   |       |         |
|                  | Measurement        | Scale   |       |         |
| N                | Valid              | 1603  |       |         |
|                  | Missing            | 1   |       |         |
| Central Tendency | Mean               | .32   |       |         |
| and Dispersion   | Standard Deviation | .466  |       |         |
| Labeled Values   | 1                  | Yes   | 512   | 31.9%   |

|                  |                    | Value  | Count | Percent |
|------------------|--------------------|--|-------|---------|
| Standard         | Position           | 17   |       |         |
| Attributes       | Label              | What prompted you - Offered at a retail store, home show, or community event |       |         |
|                  | Туре               | Numeric  |       |         |
|                  | Measurement        | Scale  |       |         |
| N                | Valid              | 1603   |       |         |
|                  | Missing            | 1  |       |         |
| Central Tendency | Mean               | .06  |       |         |
| and Dispersion   | Standard Deviation | .245   |       |         |
| Labeled Values   | 1                  | Yes  | 103   | 6.4%    |

|                  |                    | Value  | Count | Percent |
|------------------|--------------------|--|-------|---------|
| Standard         | Position           | 18   |       |         |
| Attributes       | Label              | What<br>prompted<br>you - Heard<br>it was more<br>affordable |       |         |
|                  | Туре               | Numeric  |       |         |
|                  | Measurement        | Scale  |       |         |
| N                | Valid              | 1603   |       |         |
|                  | Missing            | 1  |       |         |
| Central Tendency | Mean               | .63  |       |         |
| and Dispersion   | Standard Deviation | .482   |       |         |
| Labeled Values   | 1                  | Yes  | 1016  | 63.3%   |

|                  |                    | Value  | Count | Percent |
|------------------|--------------------|--|-------|---------|
| Standard         | Position           | 19   |       |         |
| Attributes       | Label              | What<br>prompted<br>you - Bought<br>a<br>home\move |       |         |
|                  | Туре               | Numeric  |       |         |
|                  | Measurement        | Scale  |       |         |
| N                | Valid              | 1603   |       |         |
|                  | Missing            | 1  |       |         |
| Central Tendency | Mean               | .04  |       |         |
| and Dispersion   | Standard Deviation | .191   |       |         |
| Labeled Values   | 1                  | Yes  | 61    | 3.8%    |

|                  |                    | Value   | Count | Percent |
|------------------|--------------------|---|-------|---------|
| Standard         | Position           | 20  |       |         |
| Attributes       | Label              | What<br>prompted<br>you -<br>Approached<br>by an<br>installer |       |         |
|                  | Туре               | Numeric   |       |         |
|                  | Measurement        | Scale   |       |         |
| N                | Valid              | 1603  |       |         |
|                  | Missing            | 1   |       |         |
| Central Tendency | Mean               | .54   |       |         |
| and Dispersion   | Standard Deviation | .498  |       |         |
| Labeled Values   | 1                  | Yes   | 870   | 54.2%   |

|                  |                    | Value                                   | Count | Percent |
|------------------|--------------------|---|-------|---------|
| Standard         | Position           | 21                                      |       |         |
| Attributes       | Label              | What<br>prompted<br>you - Don't<br>know |       |         |
|                  | Туре               | Numeric                                 |       |         |
|                  | Measurement        | Scale                                   |       |         |
| N                | Valid              | 1603                                    |       |         |
|                  | Missing            | 1                                       |       |         |
| Central Tendency | Mean               | .01                                     |       |         |
| and Dispersion   | Standard Deviation | .099                                    |       |         |
| Labeled Values   | 1                  | Yes                                     | 16    | 1.0%    |

# PROMPT\_HOME1

|                  |                    | Value  | Count | Percent |
|------------------|--------------------|--|-------|---------|
| Standard         | Position           | 22   |       |         |
| Attributes       | Label              | Prompted by<br>work on your<br>home - Roof<br>repair or<br>replacement |       |         |
|                  | Туре               | Numeric  |       |         |
|                  | Measurement        | Scale  |       |         |
| N                | Valid              | 77   |       |         |
|                  | Missing            | 1527   |       |         |
| Central Tendency | Mean               | .30  |       |         |
| and Dispersion   | Standard Deviation | .461   |       |         |
| Labeled Values   | 1                  | Yes  | 23    | 1.4%    |

# PROMPT\_HOME2

|                  |                    | Value   | Count | Percent |
|------------------|--------------------|---|-------|---------|
| Standard         | Position           | 23  |       |         |
| Attributes       | Label              | Prompted by<br>work on your<br>home -<br>Remodel or<br>addition |       |         |
|                  | Туре               | Numeric   |       |         |
|                  | Measurement        | Scale   |       |         |
| N                | Valid              | 77  |       |         |
|                  | Missing            | 1527  |       |         |
| Central Tendency | Mean               | .22   |       |         |
| and Dispersion   | Standard Deviation | .417  |       |         |
| Labeled Values   | 1                  | Yes   | 17    | 1.1%    |

# PROMPT\_HOME3

|                  |                    | Value   | Count | Percent |
|------------------|--------------------|---|-------|---------|
| Standard         | Position           | 24  |       |         |
| Attributes       | Label              | Prompted by<br>work on your<br>home -<br>Appliance or<br>equipment<br>replacement |       |         |
|                  | Туре               | Numeric   |       |         |
|                  | Measurement        | Scale   |       |         |
| N                | Valid              | 77  |       |         |
|                  | Missing            | 1527  |       |         |
| Central Tendency | Mean               | .16   |       |         |
| and Dispersion   | Standard Deviation | .365  |       |         |
| Labeled Values   | 1                  | Yes   | 12    | 0.7%    |

#### PROMPT\_HOME4

|                  |                    | Value   | Count | Percent |
|------------------|--------------------|---|-------|---------|
| Standard         | Position           | 25  |       |         |
| Attributes       | Label              | Prompted by<br>work on your<br>home -<br>Energy<br>improvemen |       |         |
|                  | Туре               | Numeric   |       |         |
|                  | Measurement        | Scale   |       |         |
| N                | Valid              | 77  |       |         |
|                  | Missing            | 1527  |       |         |
| Central Tendency | Mean               | .64   |       |         |
| and Dispersion   | Standard Deviation | .484  |       |         |
| Labeled Values   | 1                  | Yes   | 49    | 3.1%    |

#### PROMPT\_HOME5

|                  |                    | Value  | Count | Percent |
|------------------|--------------------|--|-------|---------|
| Standard         | Position           | 26   |       |         |
| Attributes       | Label              | Prompted by<br>work on your<br>home -<br>Something<br>else |       |         |
|                  | Туре               | Numeric  |       |         |
|                  | Measurement        | Scale  |       |         |
| N                | Valid              | 77   |       |         |
|                  | Missing            | 1527   |       |         |
| Central Tendency | Mean               | .25  |       |         |
| and Dispersion   | Standard Deviation | .434   |       |         |
| Labeled Values   | 1                  | Yes  | 19    | 1.2%    |

#### INSTALL\_YR\_BINNED

|                |             | Value   | Count | Percent |
|----------------|-------------|---|-------|---------|
| Standard       | Position    | 27  |       |         |
| Attributes     | Label       | When panels<br>started<br>producing<br>electricity:<br>Year |       |         |
|                | Туре        | Numeric   |       |         |
|                | Measurement | Nominal   |       |         |
| Valid Values   | 1           | 2012 or earlier   | 146   | 9.1%    |
|                | 2           | 2013  | 495   | 30.9%   |
|                | 3           | 2014 to<br>2015   | 877   | 54.7%   |
| Missing Values | System      |   | 86    | 5.4%    |

TIME\_AtoB\_FRAME

|                  |                    | Value   | Count | Percent |
|------------------|--------------------|---|-------|---------|
| Standard         | Position           | 28  |       |         |
| Attributes       | Label              | Time from [A] first talking to an installer to [B] signing a contract? TIME FRAME |       |         |
|                  | Туре               | Numeric   |       |         |
|                  | Measurement        | Scale   |       |         |
| N                | Valid              | 1588  |       |         |
|                  | Missing            | 16  |       |         |
| Central Tendency | Mean               | 1.37  |       |         |
| and Dispersion   | Standard Deviation | .530  |       |         |
| Labeled Values   | 1                  | Days  | 1047  | 65.3%   |
|                  | 2                  | Months  | 502   | 31.3%   |
|                  | 3                  | Years   | 39    | 2.4%    |

# TIME\_AtoB\_NUM\_TEXT\_CLND

|                  |                    | Value   |
|------------------|--------------------|---|
| Standard         | Position           | 29  |
| Attributes       | Label              | Time from [A] first talking to an installer to [B] signing a contract? SPECIFY NUMBER |
|                  | Туре               | Numeric   |
|                  | Measurement        | Scale   |
| N                | Valid              | 1439  |
|                  | Missing            | 165   |
| Central Tendency | Mean               | 6.6084  |
| and Dispersion   | Standard Deviation | 7.82068   |

TIME\_BtoC\_FRAME

|                  |                    | Value  | Count | Percent |
|------------------|--------------------|--|-------|---------|
| Standard         | Position           | 30   |       |         |
| Attributes       | Label              | Time from [B] contract to [C] generating electricity? TIME FRAME |       |         |
|                  | Туре               | Numeric  |       |         |
|                  | Measurement        | Scale  |       |         |
| N                | Valid              | 1506   |       |         |
|                  | Missing            | 98   |       |         |
| Central Tendency | Mean               | 1.84   |       |         |
| and Dispersion   | Standard Deviation | .397   |       |         |
| Labeled Values   | 1                  | Days   | 254   | 15.8%   |
|                  | 2                  | Months   | 1232  | 76.8%   |
|                  | 3                  | Years  | 20    | 1.2%    |

# TIME\_BtoC\_NUM\_TEXT\_CLND

|                  |                    | Value  |
|------------------|--------------------|--|
| Standard         | Position           | 31   |
| Attributes       | Label              | Time from [B] contract to [C] generating electricity? SPECIFY NUMBER |
|                  | Туре               | Numeric  |
|                  | Measurement        | Scale  |
| N                | Valid              | 1441   |
|                  | Missing            | 163  |
| Central Tendency | Mean               | 7.0929   |
| and Dispersion   | Standard Deviation | 12.19886   |

#### TIME\_CONSIDERED

|                  |                    | Value  | Count | Percent |
|------------------|--------------------|--|-------|---------|
| Standard         | Position           | 32   |       |         |
| Attributes       | Label              | How long<br>considered<br>before first<br>talking to an<br>installer |       |         |
|                  | Туре               | Numeric  |       |         |
|                  | Measurement        | Scale  |       |         |
| N                | Valid              | 1564   |       |         |
|                  | Missing            | 40   |       |         |
| Central Tendency | Mean               | 4.31   |       |         |
| and Dispersion   | Standard Deviation | 2.164  |       |         |
| Labeled Values   | 1                  | Not at all -<br>talking to<br>the solar<br>installer got<br>you      | 311   | 19.4%   |
|                  | 2                  | Less than a month  | 96    | 6.0%    |
|                  | 3                  | 1 to 3<br>months   | 156   | 9.7%    |
|                  | 4                  | 4 to 6<br>months   | 157   | 9.8%    |
|                  | 5                  | 7 months to a year   | 149   | 9.3%    |
|                  | 6                  | 1 to 3 years   | 508   | 31.7%   |
|                  | 7                  | 4 to 10 years  | 149   | 9.3%    |
|                  | 8                  | More than<br>10 years  | 38    | 2.4%    |
|                  | 98                 | Don't know   | 39    | 2.4%    |

# INST\_TALKEDTO

|                  |                    | Value   | Count | Percent |
|------------------|--------------------|---|-------|---------|
| Standard         | Position           | 33  |       |         |
| Attributes       | Label              | How many companies talked to about installing solar |       |         |
|                  | Туре               | Numeric   |       |         |
|                  | Measurement        | Scale   |       |         |
| N                | Valid              | 1601  |       |         |
|                  | Missing            | 3   |       |         |
| Central Tendency | Mean               | 2.06  |       |         |
| and Dispersion   | Standard Deviation | 1.172   |       |         |
| Labeled Values   | 1                  | 1   | 696   | 43.4%   |
|                  | 2                  | 2   | 387   | 24.1%   |
|                  | 3                  | 3   | 333   | 20.8%   |
|                  | 4                  | 4   | 98    | 6.1%    |
|                  | 5                  | 5 or more   | 87    | 5.4%    |

|                  |                    | Value   | Count | Percent |
|------------------|--------------------|---|-------|---------|
| Standard         | Position           | 34  |       |         |
| Attributes       | Label              | How first<br>connected<br>with only<br>installer -<br>Someone<br>recommende<br>d the<br>installer |       |         |
|                  | Туре               | Numeric   |       |         |
|                  | Measurement        | Scale   |       |         |
| N                | Valid              | 696   |       |         |
|                  | Missing            | 908   |       |         |
| Central Tendency | Mean               | .19   |       |         |
| and Dispersion   | Standard Deviation | .396  |       |         |
| Labeled Values   | 1                  | Yes   | 135   | 8.4%    |

|                  |                    | Value   | Count | Percent |
|------------------|--------------------|---|-------|---------|
| Standard         | Position           | 35  |       |         |
| Attributes       | Label              | How first<br>connected<br>with only<br>installer -<br>Someone<br>gave the<br>installer your<br>name |       |         |
|                  | Туре               | Numeric   |       |         |
|                  | Measurement        | Scale   |       |         |
| N                | Valid              | 696   |       |         |
|                  | Missing            | 908   |       |         |
| Central Tendency | Mean               | .06   |       |         |
| and Dispersion   | Standard Deviation | .233  |       |         |
| Labeled Values   | 1                  | Yes   | 40    | 2.5%    |

|                  |                    | Value  | Count | Percent |
|------------------|--------------------|--|-------|---------|
| Standard         | Position           | 36   |       |         |
| Attributes       | Label              | How first connected with only installer - You filled out a form on a web |       |         |
|                  | Туре               | Numeric  |       |         |
|                  | Measurement        | Scale  |       |         |
| N                | Valid              | 696  |       |         |
|                  | Missing            | 908  |       |         |
| Central Tendency | Mean               | .01  |       |         |
| and Dispersion   | Standard Deviation | .093   |       |         |
| Labeled Values   | 1                  | Yes  | 6     | 0.4%    |

|                  |                    | Value  | Count | Percent |
|------------------|--------------------|--|-------|---------|
| Standard         | Position           | 37   |       |         |
| Attributes       | Label              | How first<br>connected<br>with only<br>installer - At<br>a community<br>event, home<br>show, or<br>retail store<br>(e.g., Home<br>Depot) |       |         |
|                  | Туре               | Numeric  |       |         |
|                  | Measurement        | Scale  |       |         |
| N                | Valid              | 696  |       |         |
|                  | Missing            | 908  |       |         |
| Central Tendency | Mean               | .04  |       |         |
| and Dispersion   | Standard Deviation | .190   |       |         |
| Labeled Values   | 1                  | Yes  | 26    | 1.6%    |

|                  |                    | Value   | Count | Percent |
|------------------|--------------------|---|-------|---------|
| Standard         | Position           | 38  |       |         |
| Attributes       | Label              | How first connected with only installer - You found them through research (internet search, Angie's List, Yelp, etc.) Numeric |       |         |
|                  | Measurement        | Scale   |       |         |
| N                | Valid              | 696   |       |         |
|                  | Missing            | 908   |       |         |
| Central Tendency | Mean               | .02   |       |         |
| and Dispersion   | Standard Deviation | .154  |       |         |
| Labeled Values   | 1                  | Yes   | 17    | 1.1%    |

|                                 |                    | Value  | Count | Percent |
|---------------------------------|--------------------|--|-------|---------|
| Standard                        | Position           | 39   |       |         |
| Attributes                      | Label              | How first connected with only installer - You found them through an ad or news article (radio, television, print, or internet) Numeric |       |         |
|                                 | Measurement        | Scale  |       |         |
| N                               | Valid              | 696  |       |         |
|                                 | Missing            | 908  |       |         |
| Central Tendency and Dispersion | Mean               | .02  |       |         |
|                                 | Standard Deviation | .145   |       |         |
| Labeled Values                  | 1                  | Yes  | 15    | 0.9%    |

|                  |                    | Value  | Count | Percent |
|------------------|--------------------|--|-------|---------|
| Standard         | Position           | 40   |       |         |
| Attributes       | Label              | How first<br>connected<br>with only<br>installer -<br>They<br>knocked on<br>your door or<br>left a flyer |       |         |
|                  | Туре               | Numeric  |       |         |
|                  | Measurement        | Scale  |       |         |
| N                | Valid              | 696  |       |         |
|                  | Missing            | 908  |       |         |
| Central Tendency | Mean               | .65  |       |         |
| and Dispersion   | Standard Deviation | .477   |       |         |
| Labeled Values   | 1                  | Yes  | 453   | 28.2%   |

|                  |                    | Value  | Count | Percent |
|------------------|--------------------|--|-------|---------|
| Standard         | Position           | 41   |       |         |
| Attributes       | Label              | How first<br>connected<br>with only<br>installer -<br>They called,<br>e-mailed, or<br>mailed you |       |         |
|                  | Туре               | Numeric  |       |         |
|                  | Measurement        | Scale  |       |         |
| N                | Valid              | 696  |       |         |
|                  | Missing            | 908  |       |         |
| Central Tendency | Mean               | .03  |       |         |
| and Dispersion   | Standard Deviation | .179   |       |         |
| Labeled Values   | 1                  | Yes  | 23    | 1.4%    |

|                  |                    | Value  | Count | Percent |
|------------------|--------------------|--|-------|---------|
| Standard         | Position           | 42   |       |         |
| Attributes       | Label              | How first<br>connected<br>with only<br>installer -<br>Previously<br>familiar with<br>the company<br>or employee<br>(s) |       |         |
|                  | Туре               | Numeric  |       |         |
|                  | Measurement        | Scale  |       |         |
| N                | Valid              | 696  |       |         |
|                  | Missing            | 908  |       |         |
| Central Tendency | Mean               | .05  |       |         |
| and Dispersion   | Standard Deviation | .219   |       |         |
| Labeled Values   | 1                  | Yes  | 35    | 2.2%    |

|                  |                    | Value  | Count | Percent |
|------------------|--------------------|--|-------|---------|
| Standard         | Position           | 43   |       |         |
| Attributes       | Label              | How first<br>connected<br>with only<br>installer -<br>Other<br>(describe): |       |         |
|                  | Туре               | Numeric  |       |         |
|                  | Measurement        | Scale  |       |         |
| N                | Valid              | 696  |       |         |
|                  | Missing            | 908  |       |         |
| Central Tendency | Mean               | .06  |       |         |
| and Dispersion   | Standard Deviation | .236   |       |         |
| Labeled Values   | 1                  | Yes  | 41    | 2.6%    |

# FNDONLYINST\_REC1

|                  |                    | Value  | Count | Percent |
|------------------|--------------------|--|-------|---------|
| Standard         | Position           | 44   |       |         |
| Attributes       | Label              | Who<br>recommende<br>d the only<br>installer -<br>Neighbor |       |         |
|                  | Туре               | Numeric  |       |         |
|                  | Measurement        | Scale  |       |         |
| N                | Valid              | 133  |       |         |
|                  | Missing            | 1471   |       |         |
| Central Tendency | Mean               | .31  |       |         |
| and Dispersion   | Standard Deviation | .464   |       |         |
| Labeled Values   | 1                  | Yes  | 41    | 2.6%    |

#### FNDONLYINST\_REC2

|                  |                    | Value  | Count | Percent |
|------------------|--------------------|--|-------|---------|
| Standard         | Position           | 45   |       |         |
| Attributes       | Label              | Who<br>recommende<br>d the only<br>installer -<br>Coworker |       |         |
|                  | Туре               | Numeric  |       |         |
|                  | Measurement        | Scale  |       |         |
| N                | Valid              | 133  |       |         |
|                  | Missing            | 1471   |       |         |
| Central Tendency | Mean               | .13  |       |         |
| and Dispersion   | Standard Deviation | .335   |       |         |
| Labeled Values   | 1                  | Yes  | 17    | 1.1%    |

# FNDONLYINST\_REC3

|                  |                    | Value  | Count | Percent |
|------------------|--------------------|--|-------|---------|
| Standard         | Position           | 46   |       |         |
| Attributes       | Label              | Who<br>recommende<br>d the only<br>installer -<br>Friend |       |         |
|                  | Туре               | Numeric  |       |         |
|                  | Measurement        | Scale  |       |         |
| N                | Valid              | 133  |       |         |
|                  | Missing            | 1471   |       |         |
| Central Tendency | Mean               | .38  |       |         |
| and Dispersion   | Standard Deviation | .488   |       |         |
| Labeled Values   | 1                  | Yes  | 51    | 3.2%    |

# FNDONLYINST\_REC4

|                  |                    | Value  | Count | Percent |
|------------------|--------------------|--|-------|---------|
| Standard         | Position           | 47   |       |         |
| Attributes       | Label              | Who<br>recommende<br>d the only<br>installer -<br>Family |       |         |
|                  | Туре               | Numeric  |       |         |
|                  | Measurement        | Scale  |       |         |
| N                | Valid              | 133  |       |         |
|                  | Missing            | 1471   |       |         |
| Central Tendency | Mean               | .17  |       |         |
| and Dispersion   | Standard Deviation | .373   |       |         |
| Labeled Values   | 1                  | Yes  | 22    | 1.4%    |

#### FNDONLYINST\_REC5

|                  |                    | Value  | Count | Percent |
|------------------|--------------------|--|-------|---------|
| Standard         | Position           | 48   |       |         |
| Attributes       | Label              | Who recommende d the only installer - Someone else (describe): |       |         |
|                  | Туре               | Numeric  |       |         |
|                  | Measurement        | Scale  |       |         |
| N                | Valid              | 133  |       |         |
|                  | Missing            | 1471   |       |         |
| Central Tendency | Mean               | .05  |       |         |
| and Dispersion   | Standard Deviation | .224   |       |         |
| Labeled Values   | 1                  | Yes  | 7     | 0.4%    |

# FNDONLYINST\_WHO1

|                  |                    | Value  | Count | Percent |
|------------------|--------------------|--|-------|---------|
| Standard         | Position           | 49   |       |         |
| Attributes       | Label              | Who gave<br>the only<br>installer your<br>name |       |         |
|                  | Туре               | Numeric  |       |         |
|                  | Measurement        | Scale  |       |         |
| N                | Valid              | 40   |       |         |
|                  | Missing            | 1564   |       |         |
| Central Tendency | Mean               | .45  |       |         |
| and Dispersion   | Standard Deviation | .504   |       |         |
| Labeled Values   | 1                  | Yes  | 18    | 1.1%    |

# FNDONLYINST\_WHO2

|                  |                    | Value  | Count | Percent |
|------------------|--------------------|--|-------|---------|
| Standard         | Position           | 50   |       |         |
| Attributes       | Label              | Who gave<br>the only<br>installer your<br>name |       |         |
|                  | Туре               | Numeric  |       |         |
|                  | Measurement        | Scale  |       |         |
| N                | Valid              | 40   |       |         |
|                  | Missing            | 1564   |       |         |
| Central Tendency | Mean               | .05  |       |         |
| and Dispersion   | Standard Deviation | .221   |       |         |
| Labeled Values   | 1                  | Yes  | 2     | 0.1%    |

# FNDONLYINST\_WHO3

|                  |                    | Value  | Count | Percent |
|------------------|--------------------|--|-------|---------|
| Standard         | Position           | 51   |       |         |
| Attributes       | Label              | Who gave<br>the only<br>installer your<br>name |       |         |
|                  | Туре               | Numeric  |       |         |
|                  | Measurement        | Scale  |       |         |
| N                | Valid              | 40   |       |         |
|                  | Missing            | 1564   |       |         |
| Central Tendency | Mean               | .25  |       |         |
| and Dispersion   | Standard Deviation | .439   |       |         |
| Labeled Values   | 1                  | Yes  | 10    | 0.6%    |

# FNDONLYINST\_WHO4

|                  |                    | Value  | Count | Percent |
|------------------|--------------------|--|-------|---------|
| Standard         | Position           | 52   |       |         |
| Attributes       | Label              | Who gave<br>the only<br>installer your<br>name |       |         |
|                  | Туре               | Numeric  |       |         |
|                  | Measurement        | Scale  |       |         |
| N                | Valid              | 40   |       |         |
|                  | Missing            | 1564   |       |         |
| Central Tendency | Mean               | .32  |       |         |
| and Dispersion   | Standard Deviation | .474   |       |         |
| Labeled Values   | 1                  | Yes  | 13    | 0.8%    |

#### FNDONLYINST\_WHO5

|                  |                    | Value   | Count | Percent |
|------------------|--------------------|---|-------|---------|
| Standard         | Position           | 53  |       |         |
| Attributes       | Label              | Who gave<br>the only<br>installer your<br>name -<br>Someone<br>else |       |         |
|                  | Туре               | Numeric   |       |         |
|                  | Measurement        | Scale   |       |         |
| N                | Valid              | 40  |       |         |
|                  | Missing            | 1564  |       |         |
| Central Tendency | Mean               | .00   |       |         |
| and Dispersion   | Standard Deviation | .000  |       |         |
| Labeled Values   | 1                  | Yes   | 0     | 0.0%    |

|                  |                    | Value   | Count | Percent |
|------------------|--------------------|---|-------|---------|
| Standard         | Position           | 54  |       |         |
| Attributes       | Label              | How first<br>connected<br>with selected<br>installer -<br>Someone<br>recommende<br>d the<br>installer |       |         |
|                  | Туре               | Numeric   |       |         |
|                  | Measurement        | Scale   |       |         |
| N                | Valid              | 904   |       |         |
|                  | Missing            | 700   |       |         |
| Central Tendency | Mean               | .24   |       |         |
| and Dispersion   | Standard Deviation | .429  |       |         |
| Labeled Values   | 1                  | Yes   | 220   | 13.7%   |

|                  |                    | Value   | Count | Percent |
|------------------|--------------------|---|-------|---------|
| Standard         | Position           | 55  |       |         |
| Attributes       | Label              | How first<br>connected<br>with selected<br>installer -<br>Someone<br>gave the<br>installer your<br>name |       |         |
|                  | Туре               | Numeric   |       |         |
|                  | Measurement        | Scale   |       |         |
| N                | Valid              | 904   |       |         |
|                  | Missing            | 700   |       |         |
| Central Tendency | Mean               | .07   |       |         |
| and Dispersion   | Standard Deviation | .249  |       |         |
| Labeled Values   | 1                  | Yes   | 60    | 3.7%    |

|                  |                    | Value  | Count | Percent |
|------------------|--------------------|--|-------|---------|
| Standard         | Position           | 56   |       |         |
| Attributes       | Label              | How first connected with selected installer - You filled out a form on a web |       |         |
|                  | Туре               | Numeric  |       |         |
|                  | Measurement        | Scale  |       |         |
| N                | Valid              | 904  |       |         |
|                  | Missing            | 700  |       |         |
| Central Tendency | Mean               | .07  |       |         |
| and Dispersion   | Standard Deviation | .253   |       |         |
| Labeled Values   | 1                  | Yes  | 62    | 3.9%    |

|                  |                    | Value  | Count | Percent |
|------------------|--------------------|--|-------|---------|
| Standard         | Position           | 57   |       |         |
| Attributes       | Label              | How first<br>connected<br>with selected<br>installer - At<br>a community<br>event, home<br>show, or<br>retail store<br>(e.g., Home<br>Depot) |       |         |
|                  | Туре               | Numeric  |       |         |
|                  | Measurement        | Scale  |       |         |
| N                | Valid              | 904  |       |         |
|                  | Missing            | 700  |       |         |
| Central Tendency | Mean               | .06  |       |         |
| and Dispersion   | Standard Deviation | .241   |       |         |
| Labeled Values   | 1                  | Yes  | 56    | 3.5%    |

|                  |                    | Value   | Count | Percent |
|------------------|--------------------|---|-------|---------|
| Standard         | Position           | 58  |       |         |
| Attributes       | Label              | How first connected with selected installer - You found them through research (internet search, Angie's List, Yelp, etc.) Numeric |       |         |
|                  | Measurement        | Scale   |       |         |
| N                | Valid              | 904   |       |         |
|                  | Missing            | 700   |       |         |
| Central Tendency | Mean               | .16   |       |         |
| and Dispersion   | Standard Deviation | .364  |       |         |
| Labeled Values   | 1                  | Yes   | 142   | 8.9%    |

|                  |                    | Value  | Count | Percent |
|------------------|--------------------|--|-------|---------|
| Standard         | Position           | 59   |       |         |
| Attributes       | Label              | How first connected with selected installer - You found them through an ad or news article (radio, television, print, or internet) Numeric |       |         |
|                  | Туре               |  |       |         |
|                  | Measurement        | Scale  |       |         |
| N                | Valid              | 904  |       |         |
|                  | Missing            | 700  |       |         |
| Central Tendency | Mean               | .08  |       |         |
| and Dispersion   | Standard Deviation | .271   |       |         |
| Labeled Values   | 1                  | Yes  | 72    | 4.5%    |

|                  |                    | Value  | Count | Percent |
|------------------|--------------------|--|-------|---------|
| Standard         | Position           | 60   |       |         |
| Attributes       | Label              | How first<br>connected<br>with selected<br>installer -<br>They<br>knocked on<br>your door or<br>left a flyer |       |         |
|                  | Туре               | Numeric  |       |         |
|                  | Measurement        | Scale  |       |         |
| N                | Valid              | 904  |       |         |
|                  | Missing            | 700  |       |         |
| Central Tendency | Mean               | .43  |       |         |
| and Dispersion   | Standard Deviation | .495   |       |         |
| Labeled Values   | 1                  | Yes  | 389   | 24.3%   |

|                  |                    | Value  | Count | Percent |
|------------------|--------------------|--|-------|---------|
| Standard         | Position           | 61   |       |         |
| Attributes       | Label              | How first<br>connected<br>with selected<br>installer -<br>They called,<br>e-mailed, or<br>mailed you |       |         |
|                  | Туре               | Numeric  |       |         |
|                  | Measurement        | Scale  |       |         |
| N                | Valid              | 904  |       |         |
|                  | Missing            | 700  |       |         |
| Central Tendency | Mean               | .04  |       |         |
| and Dispersion   | Standard Deviation | .188   |       |         |
| Labeled Values   | 1                  | Yes  | 33    | 2.1%    |

|                  |                    | Value  | Count | Percent |
|------------------|--------------------|--|-------|---------|
| Standard         | Position           | 62   |       |         |
| Attributes       | Label              | How first<br>connected<br>with selected<br>installer -<br>Previously<br>familiar with<br>the company<br>or employee<br>(s) |       |         |
|                  | Туре               | Numeric  |       |         |
|                  | Measurement        | Scale  |       |         |
| N                | Valid              | 904  |       |         |
|                  | Missing            | 700  |       |         |
| Central Tendency | Mean               | .06  |       |         |
| and Dispersion   | Standard Deviation | .237   |       |         |
| Labeled Values   | 1                  | Yes  | 54    | 3.4%    |

|                  |                    | Value  | Count | Percent |
|------------------|--------------------|--|-------|---------|
| Standard         | Position           | 63   |       |         |
| Attributes       | Label              | How first<br>connected<br>with selected<br>installer -<br>Other<br>(describe): |       |         |
|                  | Туре               | Numeric  |       |         |
|                  | Measurement        | Scale  |       |         |
| N                | Valid              | 904  |       |         |
|                  | Missing            | 700  |       |         |
| Central Tendency | Mean               | .10  |       |         |
| and Dispersion   | Standard Deviation | .301   |       |         |
| Labeled Values   | 1                  | Yes  | 91    | 5.7%    |

# FNDBESTINST\_REC1

|                  |                    | Value  | Count | Percent |
|------------------|--------------------|--|-------|---------|
| Standard         | Position           | 64   |       |         |
| Attributes       | Label              | Who<br>recommende<br>d selected<br>installer -<br>Neighbor |       |         |
|                  | Туре               | Numeric  |       |         |
|                  | Measurement        | Scale  |       |         |
| N                | Valid              | 217  |       |         |
|                  | Missing            | 1387   |       |         |
| Central Tendency | Mean               | .29  |       |         |
| and Dispersion   | Standard Deviation | .457   |       |         |
| Labeled Values   | 1                  | Yes  | 64    | 4.0%    |

#### FNDBESTINST\_REC2

|                  |                    | Value  | Count | Percent |
|------------------|--------------------|--|-------|---------|
| Standard         | Position           | 65   |       |         |
| Attributes       | Label              | Who<br>recommende<br>d selected<br>installer -<br>Coworker |       |         |
|                  | Туре               | Numeric  |       |         |
|                  | Measurement        | Scale  |       |         |
| N                | Valid              | 217  |       |         |
|                  | Missing            | 1387   |       |         |
| Central Tendency | Mean               | .11  |       |         |
| and Dispersion   | Standard Deviation | .314   |       |         |
| Labeled Values   | 1                  | Yes  | 24    | 1.5%    |

# FNDBESTINST\_REC3

|                  |                    | Value  | Count | Percent |
|------------------|--------------------|--|-------|---------|
| Standard         | Position           | 66   |       |         |
| Attributes       | Label              | Who<br>recommende<br>d selected<br>installer -<br>Friend |       |         |
|                  | Туре               | Numeric  |       |         |
|                  | Measurement        | Scale  |       |         |
| N                | Valid              | 217  |       |         |
|                  | Missing            | 1387   |       |         |
| Central Tendency | Mean               | .47  |       |         |
| and Dispersion   | Standard Deviation | .501   |       |         |
| Labeled Values   | 1                  | Yes  | 103   | 6.4%    |

#### FNDBESTINST\_REC4

|                  |                    | Value  | Count | Percent |
|------------------|--------------------|--|-------|---------|
| Standard         | Position           | 67   |       |         |
| Attributes       | Label              | Who<br>recommende<br>d selected<br>installer -<br>Family |       |         |
|                  | Туре               | Numeric  |       |         |
|                  | Measurement        | Scale  |       |         |
| N                | Valid              | 217  |       |         |
|                  | Missing            | 1387   |       |         |
| Central Tendency | Mean               | .12  |       |         |
| and Dispersion   | Standard Deviation | .325   |       |         |
| Labeled Values   | 1                  | Yes  | 26    | 1.6%    |

# FNDBESTINST\_REC5

|                  |                    | Value  | Count | Percent |
|------------------|--------------------|--|-------|---------|
| Standard         | Position           | 68   |       |         |
| Attributes       | Label              | Who recommende d selected installer - Someone else (describe): |       |         |
|                  | Туре               | Numeric  |       |         |
|                  | Measurement        | Scale  |       |         |
| N                | Valid              | 217  |       |         |
|                  | Missing            | 1387   |       |         |
| Central Tendency | Mean               | .10  |       |         |
| and Dispersion   | Standard Deviation | .296   |       |         |
| Labeled Values   | 1                  | Yes  | 21    | 1.3%    |

#### FNDBESTINST\_WHO1

|                  |                    | Value  | Count | Percent |
|------------------|--------------------|--|-------|---------|
| Standard         | Position           | 69   |       |         |
| Attributes       | Label              | Who gave<br>selected<br>installer your<br>name -<br>Neighbor |       |         |
|                  | Туре               | Numeric  |       |         |
|                  | Measurement        | Scale  |       |         |
| N                | Valid              | 59   |       |         |
|                  | Missing            | 1545   |       |         |
| Central Tendency | Mean               | .54  |       |         |
| and Dispersion   | Standard Deviation | .502   |       |         |
| Labeled Values   | 1                  | Yes  | 32    | 2.0%    |

# FNDBESTINST\_WHO2

|                  |                    | Value  | Count | Percent |
|------------------|--------------------|--|-------|---------|
| Standard         | Position           | 70   |       |         |
| Attributes       | Label              | Who gave<br>selected<br>installer your<br>name -<br>Coworker |       |         |
|                  | Туре               | Numeric  |       |         |
|                  | Measurement        | Scale  |       |         |
| N                | Valid              | 59   |       |         |
|                  | Missing            | 1545   |       |         |
| Central Tendency | Mean               | .05  |       |         |
| and Dispersion   | Standard Deviation | .222   |       |         |
| Labeled Values   | 1                  | Yes  | 3     | 0.2%    |

# FNDBESTINST\_WHO3

|                  |                    | Value  | Count | Percent |
|------------------|--------------------|--|-------|---------|
| Standard         | Position           | 71   |       |         |
| Attributes       | Label              | Who gave<br>selected<br>installer your<br>name -<br>Friend |       |         |
|                  | Туре               | Numeric  |       |         |
|                  | Measurement        | Scale  |       |         |
| N                | Valid              | 59   |       |         |
|                  | Missing            | 1545   |       |         |
| Central Tendency | Mean               | .25  |       |         |
| and Dispersion   | Standard Deviation | .439   |       |         |
| Labeled Values   | 1                  | Yes  | 15    | 0.9%    |

### FNDBESTINST\_WHO4

|                  |                    | Value  | Count | Percent |
|------------------|--------------------|--|-------|---------|
| Standard         | Position           | 72   |       |         |
| Attributes       | Label              | Who gave<br>selected<br>installer your<br>name -<br>Family |       |         |
|                  | Туре               | Numeric  |       |         |
|                  | Measurement        | Scale  |       |         |
| N                | Valid              | 59   |       |         |
|                  | Missing            | 1545   |       |         |
| Central Tendency | Mean               | .14  |       |         |
| and Dispersion   | Standard Deviation | .345   |       |         |
| Labeled Values   | 1                  | Yes  | 8     | 0.5%    |

#### FNDBESTINST\_WHO5

|                  |                    | Value  | Count | Percent |
|------------------|--------------------|--|-------|---------|
| Standard         | Position           | 73   |       |         |
| Attributes       | Label              | Who gave selected installer your name - Someone else (describe): |       |         |
|                  | Туре               | Numeric  |       |         |
|                  | Measurement        | Scale  |       |         |
| N                | Valid              | 59   |       |         |
|                  | Missing            | 1545   |       |         |
| Central Tendency | Mean               | .10  |       |         |
| and Dispersion   | Standard Deviation | .305   |       |         |
| Labeled Values   | 1                  | Yes  | 6     | 0.4%    |

|                  |                    | Value  | Count | Percent |
|------------------|--------------------|--|-------|---------|
| Standard         | Position           | 74   |       |         |
| Attributes       | Label              | How first<br>connected<br>with NOT<br>selected<br>installer(s) -<br>Someone<br>recommende<br>d the<br>installer(s) |       |         |
|                  | Туре               | Numeric  |       |         |
|                  | Measurement        | Scale  |       |         |
| N                | Valid              | 904  |       |         |
|                  | Missing            | 700  |       |         |
| Central Tendency | Mean               | .14  |       |         |
| and Dispersion   | Standard Deviation | .347   |       |         |
| Labeled Values   | 1                  | Yes  | 126   | 7.9%    |

|                  |                    | Value  | Count | Percent |
|------------------|--------------------|--|-------|---------|
| Standard         | Position           | 75   |       |         |
| Attributes       | Label              | How first<br>connected<br>with NOT<br>selected<br>installer(s) -<br>Someone<br>gave the<br>installer(s)<br>your name |       |         |
|                  | Туре               | Numeric  |       |         |
|                  | Measurement        | Scale  |       |         |
| N                | Valid              | 904  |       |         |
|                  | Missing            | 700  |       |         |
| Central Tendency | Mean               | .02  |       |         |
| and Dispersion   | Standard Deviation | .140   |       |         |
| Labeled Values   | 1                  | Yes  | 18    | 1.1%    |

|                  |                    | Value  | Count | Percent |
|------------------|--------------------|--|-------|---------|
| Standard         | Position           | 76   |       |         |
| Attributes       | Label              | How first<br>connected<br>with NOT<br>selected<br>installer(s) -<br>You filled<br>out a form<br>on a web |       |         |
|                  | Туре               | Numeric  |       |         |
|                  | Measurement        | Scale  |       |         |
| N                | Valid              | 904  |       |         |
|                  | Missing            | 700  |       |         |
| Central Tendency | Mean               | .12  |       |         |
| and Dispersion   | Standard Deviation | .326   |       |         |
| Labeled Values   | 1                  | Yes  | 109   | 6.8%    |

|                                 |                    | Value   | Count | Percent |
|---------------------------------|--------------------|---|-------|---------|
| Standard                        | Position           | 77  |       |         |
| Attributes                      | Label              | How first<br>connected<br>with NOT<br>selected<br>installer(s) -<br>At a<br>community<br>event, home<br>show, or<br>retail store<br>(e.g., Home<br>Depot) |       |         |
|                                 | Туре               | Numeric   |       |         |
|                                 | Measurement        | Scale   |       |         |
| N                               | Valid              | 904   |       |         |
|                                 | Missing            | 700   |       |         |
| Central Tendency and Dispersion | Mean               | .22   |       |         |
|                                 | Standard Deviation | .417  |       |         |
| Labeled Values                  | 1                  | Yes   | 202   | 12.6%   |

|                  |                    | Value  | Count | Percent |
|------------------|--------------------|--|-------|---------|
| Standard         | Position           | 78   |       |         |
| Attributes       | Label              | How first<br>connected<br>with NOT<br>selected<br>installer(s) -<br>You found<br>them<br>through<br>research<br>(internet<br>search,<br>Angie's List,<br>Yelp, etc.) |       |         |
|                  | Туре               | Numeric  |       |         |
|                  | Measurement        | Scale  |       |         |
| N                | Valid              | 904  |       |         |
|                  | Missing            | 700  |       |         |
| Central Tendency | Mean               | .31  |       |         |
| and Dispersion   | Standard Deviation | .462   |       |         |
| Labeled Values   | 1                  | Yes  | 279   | 17.4%   |

|                                 |                    | Value   | Count | Percent |
|---------------------------------|--------------------|---|-------|---------|
| Standard                        | Position           | 79  |       |         |
| Attributes                      | Label              | How first connected with NOT selected installer(s) - You found them through an ad or news article (radio, television, print, or internet) |       |         |
|                                 | Туре               | Numeric   |       |         |
|                                 | Measurement        | Scale   |       |         |
| N                               | Valid              | 904   |       |         |
|                                 | Missing            | 700   |       |         |
| Central Tendency and Dispersion | Mean               | .17   |       |         |
|                                 | Standard Deviation | .375  |       |         |
| Labeled Values                  | 1                  | Yes   | 153   | 9.5%    |

|                  |                    | Value  | Count | Percent |
|------------------|--------------------|--|-------|---------|
| Standard         | Position           | 80   |       |         |
| Attributes       | Label              | How first<br>connected<br>with NOT<br>selected<br>installer(s) -<br>They<br>knocked on<br>your door or<br>left a flyer |       |         |
|                  | Туре               | Numeric  |       |         |
|                  | Measurement        | Scale  |       |         |
| N                | Valid              | 904  |       |         |
|                  | Missing            | 700  |       |         |
| Central Tendency | Mean               | .23  |       |         |
| and Dispersion   | Standard Deviation | .424   |       |         |
| Labeled Values   | 1                  | Yes  | 212   | 13.2%   |

|                                 |                    | Value  | Count | Percent |
|---------------------------------|--------------------|--|-------|---------|
| Standard                        | Position           | 81   |       |         |
| Attributes                      | Label              | How first<br>connected<br>with NOT<br>selected<br>installer(s) -<br>They called,<br>e-mailed, or<br>mailed you |       |         |
|                                 | Туре               | Numeric  |       |         |
|                                 | Measurement        | Scale  |       |         |
| N                               | Valid              | 904  |       |         |
|                                 | Missing            | 700  |       |         |
| Central Tendency and Dispersion | Mean               | .13  |       |         |
|                                 | Standard Deviation | .333   |       |         |
| Labeled Values                  | 1                  | Yes  | 115   | 7.2%    |

|                  |                    | Value  | Count | Percent |
|------------------|--------------------|--|-------|---------|
| Standard         | Position           | 82   |       |         |
| Attributes       | Label              | How first<br>connected<br>with NOT<br>selected<br>installer(s) -<br>Previously<br>familiar with<br>the company<br>or employee<br>(s) |       |         |
|                  | Туре               | Numeric  |       |         |
|                  | Measurement        | Scale  |       |         |
| N                | Valid              | 904  |       |         |
|                  | Missing            | 700  |       |         |
| Central Tendency | Mean               | .04  |       |         |
| and Dispersion   | Standard Deviation | .198   |       |         |
| Labeled Values   | 1                  | Yes  | 37    | 2.3%    |

|                  |                    | Value  | Count | Percent |
|------------------|--------------------|--|-------|---------|
| Standard         | Position           | 83   |       |         |
| Attributes       | Label              | How first<br>connected<br>with NOT<br>selected<br>installer(s) -<br>Other<br>(describe): |       |         |
|                  | Туре               | Numeric  |       |         |
|                  | Measurement        | Scale  |       |         |
| N                | Valid              | 904  |       |         |
|                  | Missing            | 700  |       |         |
| Central Tendency | Mean               | .05  |       |         |
| and Dispersion   | Standard Deviation | .227   |       |         |
| Labeled Values   | 1                  | Yes  | 49    | 3.1%    |

### FNDNOTINST\_REC1

|                  |                    | Value  | Count | Percent |
|------------------|--------------------|--|-------|---------|
| Standard         | Position           | 84   |       |         |
| Attributes       | Label              | Who<br>recommende<br>d the NOT<br>selected<br>installer(s) -<br>Neighbor |       |         |
|                  | Туре               | Numeric  |       |         |
|                  | Measurement        | Scale  |       |         |
| N                | Valid              | 125  |       |         |
|                  | Missing            | 1479   |       |         |
| Central Tendency | Mean               | .30  |       |         |
| and Dispersion   | Standard Deviation | .458   |       |         |
| Labeled Values   | 1                  | Yes  | 37    | 2.3%    |

#### FNDNOTINST\_REC2

|                  |                    | Value   | Count | Percent |
|------------------|--------------------|---|-------|---------|
| Standard         | Position           | 85  |       |         |
| Attributes       | Label              | Who recommende d the NOT selected installer(s) - Coworker |       |         |
|                  | Туре               | Numeric   |       |         |
|                  | Measurement        | Scale   |       |         |
| N                | Valid              | 125   |       |         |
|                  | Missing            | 1479  |       |         |
| Central Tendency | Mean               | .18   |       |         |
| and Dispersion   | Standard Deviation | .382  |       |         |
| Labeled Values   | 1                  | Yes   | 22    | 1.4%    |

### FNDNOTINST\_REC3

|                  |                    | Value   | Count | Percent |
|------------------|--------------------|---|-------|---------|
| Standard         | Position           | 86  |       |         |
| Attributes       | Label              | Who recommende d the NOT selected installer(s) - Friend |       |         |
|                  | Туре               | Numeric   |       |         |
|                  | Measurement        | Scale   |       |         |
| N                | Valid              | 125   |       |         |
|                  | Missing            | 1479  |       |         |
| Central Tendency | Mean               | .42   |       |         |
| and Dispersion   | Standard Deviation | .496  |       |         |
| Labeled Values   | 1                  | Yes   | 53    | 3.3%    |

# FNDNOTINST\_REC4

|                  |                    | Value   | Count | Percent |
|------------------|--------------------|---|-------|---------|
| Standard         | Position           | 87  |       |         |
| Attributes       | Label              | Who recommende d the NOT selected installer(s) - Family |       |         |
|                  | Туре               | Numeric   |       |         |
|                  | Measurement        | Scale   |       |         |
| N                | Valid              | 125   |       |         |
|                  | Missing            | 1479  |       |         |
| Central Tendency | Mean               | .10   |       |         |
| and Dispersion   | Standard Deviation | .306  |       |         |
| Labeled Values   | 1                  | Yes   | 13    | 0.8%    |

### FNDNOTINST\_REC5

|                  |                    | Value   | Count | Percent |
|------------------|--------------------|---|-------|---------|
| Standard         | Position           | 88  |       |         |
| Attributes       | Label              | Who recommende d the NOT selected installer(s) - Someone else (describe): |       |         |
|                  | Туре               | Numeric   |       |         |
|                  | Measurement        | Scale   |       |         |
| N                | Valid              | 125   |       |         |
|                  | Missing            | 1479  |       |         |
| Central Tendency | Mean               | .06   |       |         |
| and Dispersion   | Standard Deviation | .246  |       |         |
| Labeled Values   | 1                  | Yes   | 8     | 0.5%    |

#### FNDNOTINST\_WHO1

|                  |                    | Value  | Count | Percent |
|------------------|--------------------|--|-------|---------|
| Standard         | Position           | 89   |       |         |
| Attributes       | Label              | Who gave<br>the NOT<br>selected<br>installer(s)<br>your name -<br>Neighbor |       |         |
|                  | Туре               | Numeric  |       |         |
|                  | Measurement        | Scale  |       |         |
| N                | Valid              | 18   |       |         |
|                  | Missing            | 1586   |       |         |
| Central Tendency | Mean               | .22  |       |         |
| and Dispersion   | Standard Deviation | .428   |       |         |
| Labeled Values   | 1                  | Yes  | 4     | 0.2%    |

### FNDNOTINST\_WHO2

|                  |                    | Value  | Count | Percent |
|------------------|--------------------|--|-------|---------|
| Standard         | Position           | 90   |       |         |
| Attributes       | Label              | Who gave<br>the NOT<br>selected<br>installer(s)<br>your name -<br>Coworker |       |         |
|                  | Туре               | Numeric  |       |         |
|                  | Measurement        | Scale  |       |         |
| N                | Valid              | 18   |       |         |
|                  | Missing            | 1586   |       |         |
| Central Tendency | Mean               | .06  |       |         |
| and Dispersion   | Standard Deviation | .236   |       |         |
| Labeled Values   | 1                  | Yes  | 1     | 0.1%    |

# FNDNOTINST\_WHO3

|                  |                    | Value  | Count | Percent |
|------------------|--------------------|--|-------|---------|
| Standard         | Position           | 91   |       |         |
| Attributes       | Label              | Who gave<br>the NOT<br>selected<br>installer(s)<br>your name -<br>Friend |       |         |
|                  | Туре               | Numeric  |       |         |
|                  | Measurement        | Scale  |       |         |
| N                | Valid              | 18   |       |         |
|                  | Missing            | 1586   |       |         |
| Central Tendency | Mean               | .39  |       |         |
| and Dispersion   | Standard Deviation | .502   |       |         |
| Labeled Values   | 1                  | Yes  | 7     | 0.4%    |

### FNDNOTINST\_WHO4

|                  |                    | Value  | Count | Percent |
|------------------|--------------------|--|-------|---------|
| Standard         | Position           | 92   |       |         |
| Attributes       | Label              | Who gave<br>the NOT<br>selected<br>installer(s)<br>your name -<br>Family |       |         |
|                  | Туре               | Numeric  |       |         |
|                  | Measurement        | Scale  |       |         |
| N                | Valid              | 18   |       |         |
|                  | Missing            | 1586   |       |         |
| Central Tendency | Mean               | .28  |       |         |
| and Dispersion   | Standard Deviation | .461   |       |         |
| Labeled Values   | 1                  | Yes  | 5     | 0.3%    |

# FNDNOTINST\_WHO5

|                  |                    | Value  | Count | Percent |
|------------------|--------------------|--|-------|---------|
| Standard         | Position           | 93   |       |         |
| Attributes       | Label              | Who gave<br>the NOT<br>selected<br>installer(s)<br>your name -<br>Someone<br>else<br>(describe): |       |         |
|                  | Туре               | Numeric  |       |         |
|                  | Measurement        | Scale  |       |         |
| N                | Valid              | 18   |       |         |
|                  | Missing            | 1586   |       |         |
| Central Tendency | Mean               | .06  |       |         |
| and Dispersion   | Standard Deviation | .236   |       |         |
| Labeled Values   | 1                  | Yes  | 1     | 0.1%    |

### INST\_QOTE\_BUY\_TEXT\_CLND

|                |             | Value                                    | Count | Percent |
|----------------|-------------|--|-------|---------|
| Standard       | Position    | 94                                       |       |         |
| Attributes     | Label       | How many installers quoted buying panels |       |         |
|                | Туре        | Numeric                                  |       |         |
|                | Measurement | Nominal                                  |       |         |
| Valid Values   | .00         |  | 620   | 38.7%   |
|                | 1.00        |  | 454   | 28.3%   |
|                | 2.00        |  | 276   | 17.2%   |
|                | 3.00        |  | 149   | 9.3%    |
|                | 4.00        |  | 48    | 3.0%    |
|                | 5.00        |  | 30    | 1.9%    |
|                | 6.00        |  | 8     | 0.5%    |
|                | 7.00        |  | 2     | 0.1%    |
|                | 10.00       |  | 2     | 0.1%    |
| Missing Values | System      |  | 15    | 0.9%    |

# INST\_QOTE\_LSE\_TEXT\_CLND

|                |             | Value                                     | Count | Percent |
|----------------|-------------|---|-------|---------|
| Standard       | Position    | 95  |       |         |
| Attributes     | Label       | How many installers quoted leasing panels |       |         |
|                | Туре        | Numeric                                   |       |         |
|                | Measurement | Nominal                                   |       |         |
| Valid Values   | .00         |   | 467   | 29.1%   |
|                | 1.00        |   | 755   | 47.1%   |
|                | 2.00        |   | 213   | 13.3%   |
|                | 3.00        |   | 96    | 6.0%    |
|                | 4.00        |   | 29    | 1.8%    |
|                | 5.00        |   | 10    | 0.6%    |
|                | 6.00        |   | 5     | 0.3%    |
|                | 9.00        |   | 1     | 0.1%    |
| Missing Values | System      |   | 28    | 1.7%    |

|                  |                    | Value  | Count | Percent |
|------------------|--------------------|--|-------|---------|
| Standard         | Position           | 96   |       |         |
| Attributes       | Label              | Importance while considering - Lowering your total electricity costs |       |         |
|                  | Туре               | Numeric  |       |         |
|                  | Measurement        | Scale  |       |         |
| N                | Valid              | 1600   |       |         |
|                  | Missing            | 4  |       |         |
| Central Tendency | Mean               | 4.71   |       |         |
| and Dispersion   | Standard Deviation | .615   |       |         |
| Labeled Values   | 1                  | Not at all \<br>Not<br>Applicable                                    | 1     | 0.1%    |
|                  | 2                  | Slightly   | 22    | 1.4%    |
|                  | 3                  | Moderately   | 67    | 4.2%    |
|                  | 4                  | Very   | 255   | 15.9%   |
|                  | 5                  | Extremely  | 1255  | 78.2%   |
|                  | 98                 | Don't know   | 0     | 0.0%    |

|                  |                    | Value   | Count | Percent |
|------------------|--------------------|---|-------|---------|
| Standard         | Position           | 97  |       |         |
| Attributes       | Label              | Importance while considering - Getting a good return on your investment |       |         |
|                  | Туре               | Numeric   |       |         |
|                  | Measurement        | Scale   |       |         |
| N                | Valid              | 1537  |       |         |
|                  | Missing            | 67  |       |         |
| Central Tendency | Mean               | 3.39  |       |         |
| and Dispersion   | Standard Deviation | 1.559   |       |         |
| Labeled Values   | 1                  | Not at all \<br>Not<br>Applicable                                       | 357   | 22.3%   |
|                  | 2                  | Slightly  | 87    | 5.4%    |
|                  | 3                  | Moderately  | 214   | 13.3%   |
|                  | 4                  | Very  | 354   | 22.1%   |
|                  | 5                  | Extremely   | 525   | 32.7%   |
|                  | 98                 | Don't know  | 40    | 2.5%    |

|                  |                    | Value  | Count | Percent |
|------------------|--------------------|--|-------|---------|
| Standard         | Position           | 98   |       |         |
| Attributes       | Label              | Importance<br>while<br>considering<br>- Adding to<br>your home's<br>market value |       |         |
|                  | Туре               | Numeric  |       |         |
|                  | Measurement        | Scale  |       |         |
| N                | Valid              | 1571   |       |         |
|                  | Missing            | 33   |       |         |
| Central Tendency | Mean               | 3.33   |       |         |
| and Dispersion   | Standard Deviation | 1.272  |       |         |
| Labeled Values   | 1                  | Not at all \<br>Not<br>Applicable  | 178   | 11.1%   |
|                  | 2                  | Slightly   | 204   | 12.7%   |
|                  | 3                  | Moderately   | 461   | 28.7%   |
|                  | 4                  | Very   | 370   | 23.1%   |
|                  | 5                  | Extremely  | 358   | 22.3%   |
|                  | 98                 | Don't know   | 19    | 1.2%    |

|                        |                    | Value   | Count | Percent |
|------------------------|--------------------|---|-------|---------|
| Standard<br>Attributes | Position<br>Label  | 99 Importance while considering - Protection from rising electricity prices in the future |       |         |
|                        | Туре               | Numeric   |       |         |
|                        | Measurement        | Scale   |       |         |
| N                      | Valid              | 1589  |       |         |
|                        | Missing            | 15  |       |         |
| Central Tendency       | Mean               | 4.46  |       |         |
| and Dispersion         | Standard Deviation | .848  |       |         |
| Labeled Values         | 1                  | Not at all \<br>Not<br>Applicable   | 18    | 1.1%    |
|                        | 2                  | Slightly  | 46    | 2.9%    |
|                        | 3                  | Moderately  | 128   | 8.0%    |
|                        | 4                  | Very  | 400   | 24.9%   |
|                        | 5                  | Extremely   | 997   | 62.2%   |
|                        | 98                 | Don't know  | 6     | 0.4%    |

|                  |                    | Value   | Count | Percent |
|------------------|--------------------|---|-------|---------|
| Standard         | Position           | 100   |       |         |
| Attributes       | Label              | Importance while considering - Being able to use renewable energy |       |         |
|                  | Туре               | Numeric   |       |         |
|                  | Measurement        | Scale   |       |         |
| N                | Valid              | 1577  |       |         |
|                  | Missing            | 27  |       |         |
| Central Tendency | Mean               | 4.15  |       |         |
| and Dispersion   | Standard Deviation | 1.082   |       |         |
| Labeled Values   | 1                  | Not at all \<br>Not<br>Applicable                                 | 61    | 3.8%    |
|                  | 2                  | Slightly  | 79    | 4.9%    |
|                  | 3                  | Moderately  | 220   | 13.7%   |
|                  | 4                  | Very  | 420   | 26.2%   |
|                  | 5                  | Extremely   | 797   | 49.7%   |
|                  | 98                 | Don't know  | 17    | 1.1%    |

|                  |                    | Value   | Count | Percent |
|------------------|--------------------|---|-------|---------|
| Standard         | Position           | 101   |       |         |
| Attributes       | Label              | Importance while considering - Being able to use a promising new technology |       |         |
|                  | Туре               | Numeric   |       |         |
|                  | Measurement        | Scale   |       |         |
| N                | Valid              | 1572  |       |         |
|                  | Missing            | 32  |       |         |
| Central Tendency | Mean               | 3.57  |       |         |
| and Dispersion   | Standard Deviation | 1.272   |       |         |
| Labeled Values   | 1                  | Not at all \<br>Not<br>Applicable   | 135   | 8.4%    |
|                  | 2                  | Slightly  | 192   | 12.0%   |
|                  | 3                  | Moderately  | 368   | 22.9%   |
|                  | 4                  | Very  | 396   | 24.7%   |
|                  | 5                  | Extremely   | 481   | 30.0%   |
|                  | 98                 | Don't know  | 15    | 0.9%    |

|                  |                    | Value  | Count | Percent |
|------------------|--------------------|--|-------|---------|
| Standard         | Position           | 102  |       |         |
| Attributes       | Label              | Importance while considering - Reducing your environment al impact |       |         |
|                  | Туре               | Numeric  |       |         |
|                  | Measurement        | Scale  |       |         |
| N                | Valid              | 1581   |       |         |
|                  | Missing            | 23   |       |         |
| Central Tendency | Mean               | 3.91   |       |         |
| and Dispersion   | Standard Deviation | 1.217  |       |         |
| Labeled Values   | 1                  | Not at all \<br>Not<br>Applicable                                  | 96    | 6.0%    |
|                  | 2                  | Slightly   | 140   | 8.7%    |
|                  | 3                  | Moderately   | 249   | 15.5%   |
|                  | 4                  | Very   | 416   | 25.9%   |
|                  | 5                  | Extremely  | 680   | 42.4%   |
|                  | 98                 | Don't know   | 11    | 0.7%    |

|                  |                    | Value  | Count | Percent |
|------------------|--------------------|--|-------|---------|
| Standard         | Position           | 103  |       |         |
| Attributes       | Label              | Importance while considering - Setting a positive example for others in your community |       |         |
|                  | Туре               | Numeric  |       |         |
|                  | Measurement        | Scale  |       |         |
| N                | Valid              | 1575   |       |         |
|                  | Missing            | 29   |       |         |
| Central Tendency | Mean               | 3.28   |       |         |
| and Dispersion   | Standard Deviation | 1.392  |       |         |
| Labeled Values   | 1                  | Not at all \<br>Not<br>Applicable  | 243   | 15.1%   |
|                  | 2                  | Slightly   | 227   | 14.2%   |
|                  | 3                  | Moderately   | 368   | 22.9%   |
|                  | 4                  | Very   | 325   | 20.3%   |
|                  | 5                  | Extremely  | 412   | 25.7%   |
|                  | 98                 | Don't know   | 14    | 0.9%    |

|                  |                    | Value   | Count | Percent |
|------------------|--------------------|---|-------|---------|
| Standard         | Position           | 104   |       |         |
| Attributes       | Label              | Importance<br>while<br>considering<br>- Making<br>your home<br>more |       |         |
|                  | Туре               | Numeric   |       |         |
|                  | Measurement        | Scale   |       |         |
| N                | Valid              | 1564  |       |         |
|                  | Missing            | 40  |       |         |
| Central Tendency | Mean               | 2.40  |       |         |
| and Dispersion   | Standard Deviation | 1.345   |       |         |
| Labeled Values   | 1                  | Not at all \<br>Not<br>Applicable                                   | 572   | 35.7%   |
|                  | 2                  | Slightly  | 292   | 18.2%   |
|                  | 3                  | Moderately  | 365   | 22.8%   |
|                  | 4                  | Very  | 175   | 10.9%   |
|                  | 5                  | Extremely   | 160   | 10.0%   |
|                  | 98                 | Don't know  | 24    | 1.5%    |

### INFLNC\_FIRST

|                  |                    | Value  | Count | Percent |
|------------------|--------------------|--|-------|---------|
| Standard         | Position           | 105  |       |         |
| Attributes       | Label              | I was one of<br>the first<br>people in my<br>town or city<br>to install<br>solar panels. |       |         |
|                  | Туре               | Numeric  |       |         |
|                  | Measurement        | Scale  |       |         |
| N                | Valid              | 1596   |       |         |
|                  | Missing            | 8  |       |         |
| Central Tendency | Mean               | 2.62   |       |         |
| and Dispersion   | Standard Deviation | 1.090  |       |         |
| Labeled Values   | 1                  | Strongly<br>Disagree   | 234   | 14.6%   |
|                  | 2                  | Disagree   | 593   | 37.0%   |
|                  | 3                  | Neutral  | 379   | 23.6%   |
|                  | 4                  | Agree  | 322   | 20.1%   |
|                  | 5                  | StronglyAgre<br>e  | 68    | 4.2%    |

### INFLNC\_SAW

|                  |                    | Value  | Count | Percent |
|------------------|--------------------|--|-------|---------|
| Standard         | Position           | 106  |       |         |
| Attributes       | Label              | While considering solar, I frequently saw solar installations on other people's homes. |       |         |
|                  | Туре               | Numeric  |       |         |
|                  | Measurement        | Scale  |       |         |
| N                | Valid              | 1598   |       |         |
|                  | Missing            | 6  |       |         |
| Central Tendency | Mean               | 3.37   |       |         |
| and Dispersion   | Standard Deviation | .985   |       |         |
| Labeled Values   | 1                  | Strongly<br>Disagree   | 63    | 3.9%    |
|                  | 2                  | Disagree   | 284   | 17.7%   |
|                  | 3                  | Neutral  | 363   | 22.6%   |
|                  | 4                  | Agree  | 773   | 48.2%   |
|                  | 5                  | StronglyAgre<br>e  | 115   | 7.2%    |

#### INFLNC\_PPLTALK

|                  |                    | Value   | Count | Percent |
|------------------|--------------------|---|-------|---------|
| Standard         | Position           | 107   |       |         |
| Attributes       | Label              | While considering solar, I frequently heard people I know talking about solar panels. |       |         |
|                  | Туре               | Numeric   |       |         |
|                  | Measurement        | Scale   |       |         |
| N                | Valid              | 1598  |       |         |
|                  | Missing            | 6   |       |         |
| Central Tendency | Mean               | 2.96  |       |         |
| and Dispersion   | Standard Deviation | 1.039   |       |         |
| Labeled Values   | 1                  | Strongly<br>Disagree  | 135   | 8.4%    |
|                  | 2                  | Disagree  | 428   | 26.7%   |
|                  | 3                  | Neutral   | 473   | 29.5%   |
|                  | 4                  | Agree   | 496   | 30.9%   |
|                  | 5                  | StronglyAgre<br>e   | 66    | 4.1%    |

# INFLNC\_ADS

|                  |                    | Value  | Count | Percent |
|------------------|--------------------|--|-------|---------|
| Standard         | Position           | 108  |       |         |
| Attributes       | Label              | While considering solar, I frequently heard about solar panels through advertising or in the news. |       |         |
|                  | Туре               | Numeric  |       |         |
|                  | Measurement        | Scale  |       |         |
| N                | Valid              | 1599   |       |         |
|                  | Missing            | 5  |       |         |
| Central Tendency | Mean               | 3.56   |       |         |
| and Dispersion   | Standard Deviation | .925   |       |         |
| Labeled Values   | 1                  | Strongly<br>Disagree   | 49    | 3.1%    |
|                  | 2                  | Disagree   | 181   | 11.3%   |
|                  | 3                  | Neutral  | 359   | 22.4%   |
|                  | 4                  | Agree  | 852   | 53.1%   |
|                  | 5                  | StronglyAgre<br>e  | 158   | 9.9%    |

### INFLNC\_OTHKNEW

|                  |                    | Value  | Count | Percent |
|------------------|--------------------|--|-------|---------|
| Standard         | Position           | 109  |       |         |
| Attributes       | Label              | While considering solar, did you personally know other people with solar panels? |       |         |
|                  | Туре               | Numeric  |       |         |
|                  | Measurement        | Scale  |       |         |
| N                | Valid              | 1602   |       |         |
|                  | Missing            | 2  |       |         |
| Central Tendency | Mean               | .57  |       |         |
| and Dispersion   | Standard Deviation | .495   |       |         |
| Labeled Values   | 0                  | No   | 684   | 42.6%   |
|                  | 1                  | Yes  | 918   | 57.2%   |

#### INFLNC\_OTHKNEW\_NUM

|                  |                    | Value   | Count | Percent |
|------------------|--------------------|---|-------|---------|
| Standard         | Position           | 110   |       |         |
| Attributes       | Label              | Other people<br>with solar<br>panels R<br>knew while<br>considering |       |         |
|                  | Туре               | Numeric   |       |         |
|                  | Measurement        | Scale   |       |         |
| N                | Valid              | 899   |       |         |
|                  | Missing            | 705   |       |         |
| Central Tendency | Mean               | 2.22  |       |         |
| and Dispersion   | Standard Deviation | .939  |       |         |
| Labeled Values   | 1                  | 1   | 246   | 15.3%   |
|                  | 2                  | 2   | 278   | 17.3%   |
|                  | 3                  | 3 to 5  | 303   | 18.9%   |
|                  | 4                  | 6 or more   | 72    | 4.5%    |
|                  | 98                 | Don't know  | 8     | 0.5%    |

|                  |                    | Value  | Count | Percent |
|------------------|--------------------|--|-------|---------|
| Standard         | Position           | 111  |       |         |
| Attributes       | Label              | Others R knew with solar while considering - Knowing them made you more inclined to get solar panels |       |         |
|                  | Туре               | Numeric  |       |         |
|                  | Measurement        | Scale  |       |         |
| N                | Valid              | 631  |       |         |
|                  | Missing            | 973  |       |         |
| Central Tendency | Mean               | 2.23   |       |         |
| and Dispersion   | Standard Deviation | .736   |       |         |
| Labeled Values   | 1                  | None of them   | 115   | 7.2%    |
|                  | 2                  | Some of them   | 256   | 16.0%   |
|                  | 3                  | All of them  | 260   | 16.2%   |
|                  | 98                 | Don't know   | 17    | 1.1%    |

### INFLNC\_OTH\_MULT2

|                  |                    | Value  | Count | Percent |
|------------------|--------------------|--|-------|---------|
| Standard         | Position           | 112  |       |         |
| Attributes       | Label              | Others R knew with solar while considering - Knowing them made you less inclined to get solar panels |       |         |
|                  | Туре               | Numeric  |       |         |
|                  | Measurement        | Scale  |       |         |
| N                | Valid              | 595  |       |         |
|                  | Missing            | 1009   |       |         |
| Central Tendency | Mean               | 1.11   |       |         |
| and Dispersion   | Standard Deviation | .377   |       |         |
| Labeled Values   | 1                  | None of them   | 546   | 34.0%   |
|                  | 2                  | Some of them   | 35    | 2.2%    |
|                  | 3                  | All of them  | 14    | 0.9%    |
|                  | 98                 | Don't know   | 46    | 2.9%    |

|                  |                    | Value   | Count | Percent |
|------------------|--------------------|---|-------|---------|
| Standard         | Position           | 113   |       |         |
| Attributes       | Label              | Others R<br>knew with<br>solar while<br>considering<br>- They are<br>your close<br>friends or<br>family |       |         |
|                  | Туре               | Numeric   |       |         |
|                  | Measurement        | Scale   |       |         |
| N                | Valid              | 643   |       |         |
|                  | Missing            | 961   |       |         |
| Central Tendency | Mean               | 1.92  |       |         |
| and Dispersion   | Standard Deviation | .688  |       |         |
| Labeled Values   | 1                  | None of them  | 179   | 11.2%   |
|                  | 2                  | Some of them  | 335   | 20.9%   |
|                  | 3                  | All of them   | 129   | 8.0%    |
|                  | 98                 | Don't know  | 4     | 0.2%    |

### INFLNC\_OTH\_MULT4

|                  |                    | Value   | Count | Percent |
|------------------|--------------------|---|-------|---------|
| Standard         | Position           | 114   |       |         |
| Attributes       | Label              | Others R<br>knew with<br>solar while<br>considering<br>- They lived<br>in your same<br>town or city |       |         |
|                  | Туре               | Numeric   |       |         |
|                  | Measurement        | Scale   |       |         |
| N                | Valid              | 643   |       |         |
|                  | Missing            | 961   |       |         |
| Central Tendency | Mean               | 2.39  |       |         |
| and Dispersion   | Standard Deviation | .678  |       |         |
| Labeled Values   | 1                  | None of them  | 71    | 4.4%    |
|                  | 2                  | Some of them  | 248   | 15.5%   |
|                  | 3                  | All of them   | 324   | 20.2%   |
|                  | 98                 | Don't know  | 4     | 0.2%    |

|                  |                    | Value  | Count | Percent |
|------------------|--------------------|--|-------|---------|
| Standard         | Position           | 115  |       |         |
| Attributes       | Label              | Others R knew with solar while considering - You spoke with them about the benefits and costs of |       |         |
|                  | Туре               | Numeric  |       |         |
|                  | Measurement        | Scale  |       |         |
| N                | Valid              | 649  |       |         |
|                  | Missing            | 955  |       |         |
| Central Tendency | Mean               | 2.41   |       |         |
| and Dispersion   | Standard Deviation | .633   |       |         |
| Labeled Values   | 1                  | None of them   | 51    | 3.2%    |
|                  | 2                  | Some of them   | 278   | 17.3%   |
|                  | 3                  | All of them  | 320   | 20.0%   |
|                  | 98                 | Don't know   | 2     | 0.1%    |

### INFLNC\_OTH\_MULT6

|                  |                    | Value   | Count | Percent |
|------------------|--------------------|---|-------|---------|
| Standard         | Position           | 116   |       |         |
| Attributes       | Label              | Others R knew with solar while considering - They were important to your own decision to get solar panels |       |         |
|                  | Туре               | Numeric   |       |         |
|                  | Measurement        | Scale   |       |         |
| N                | Valid              | 639   |       |         |
|                  | Missing            | 965   |       |         |
| Central Tendency | Mean               | 1.95  |       |         |
| and Dispersion   | Standard Deviation | .782  |       |         |
| Labeled Values   | 1                  | None of them  | 212   | 13.2%   |
|                  | 2                  | Some of them  | 247   | 15.4%   |
|                  | 3                  | All of them   | 180   | 11.2%   |
|                  | 98                 | Don't know  | 9     | 0.6%    |

|                  |                    | Value   | Count | Percent |
|------------------|--------------------|---|-------|---------|
| Standard         | Position           | 117   |       |         |
| Attributes       | Label              | Others R<br>knew with<br>solar while<br>considering<br>- They knew<br>one another<br>personally |       |         |
|                  | Туре               | Numeric   |       |         |
|                  | Measurement        | Scale   |       |         |
| N                | Valid              | 615   |       |         |
|                  | Missing            | 989   |       |         |
| Central Tendency | Mean               | 1.86  |       |         |
| and Dispersion   | Standard Deviation | .761  |       |         |
| Labeled Values   | 1                  | None of them  | 228   | 14.2%   |
|                  | 2                  | Some of them  | 247   | 15.4%   |
|                  | 3                  | All of them   | 140   | 8.7%    |
|                  | 98                 | Don't know  | 31    | 1.9%    |

### INFLNC\_OTH\_ONE1

|                  |                    | Value   | Count | Percent |
|------------------|--------------------|---|-------|---------|
| Standard         | Position           | 118   |       |         |
| Attributes       | Label              | One other R knew with solar while considering - Knowing them made you more inclined to get solar panels |       |         |
|                  | Туре               | Numeric   |       |         |
|                  | Measurement        | Scale   |       |         |
| N                | Valid              | 238   |       |         |
|                  | Missing            | 1366  |       |         |
| Central Tendency | Mean               | .67   |       |         |
| and Dispersion   | Standard Deviation | .472  |       |         |
| Labeled Values   | 0                  | No  | 79    | 4.9%    |
|                  | 1                  | Yes   | 159   | 9.9%    |
|                  | 98                 | Don't know  | 7     | 0.4%    |

# INFLNC\_OTH\_ONE2

|                  |                    | Value   | Count | Percent |
|------------------|--------------------|---|-------|---------|
| Standard         | Position           | 119   |       |         |
| Attributes       | Label              | One other R knew with solar while considering - Knowing them made you less inclined to get solar panels |       |         |
|                  | Туре               | Numeric   |       |         |
|                  | Measurement        | Scale   |       |         |
| N                | Valid              | 232   |       |         |
|                  | Missing            | 1372  |       |         |
| Central Tendency | Mean               | .03   |       |         |
| and Dispersion   | Standard Deviation | .183  |       |         |
| Labeled Values   | 0                  | No  | 224   | 14.0%   |
|                  | 1                  | Yes   | 8     | 0.5%    |
|                  | 98                 | Don't know  | 8     | 0.5%    |

### INFLNC\_OTH\_ONE3

|                  |                    | Value   | Count | Percent |
|------------------|--------------------|---|-------|---------|
| Standard         | Position           | 120   |       |         |
| Attributes       | Label              | One other R<br>knew with<br>solar while<br>considering<br>- They are<br>your close<br>friend or<br>family |       |         |
|                  | Туре               | Numeric   |       |         |
|                  | Measurement        | Scale   |       |         |
| N                | Valid              | 243   |       |         |
|                  | Missing            | 1361  |       |         |
| Central Tendency | Mean               | .58   |       |         |
| and Dispersion   | Standard Deviation | .495  |       |         |
| Labeled Values   | 0                  | No  | 102   | 6.4%    |
|                  | 1                  | Yes   | 141   | 8.8%    |
|                  | 98                 | Don't know  | 1     | 0.1%    |

### INFLNC\_OTH\_ONE4

|                  |                    | Value  | Count | Percent |
|------------------|--------------------|--|-------|---------|
| Standard         | Position           | 121  |       |         |
| Attributes       | Label              | One other R<br>knew with<br>solar while<br>considering<br>- They lived<br>in your same<br>town or city |       |         |
|                  | Туре               | Numeric  |       |         |
|                  | Measurement        | Scale  |       |         |
| N                | Valid              | 241  |       |         |
|                  | Missing            | 1363   |       |         |
| Central Tendency | Mean               | .73  |       |         |
| and Dispersion   | Standard Deviation | .447   |       |         |
| Labeled Values   | 0                  | No   | 66    | 4.1%    |
|                  | 1                  | Yes  | 175   | 10.9%   |
|                  | 98                 | Don't know   | 0     | 0.0%    |

### INFLNC\_OTH\_ONE5

|                  |                    | Value   | Count | Percent |
|------------------|--------------------|---|-------|---------|
| Standard         | Position           | 122   |       |         |
| Attributes       | Label              | One other R<br>knew with<br>solar while<br>considering<br>- You spoke<br>with them<br>about the<br>benefits and<br>costs of |       |         |
|                  | Туре               | Numeric   |       |         |
|                  | Measurement        | Scale   |       |         |
| N                | Valid              | 241   |       |         |
|                  | Missing            | 1363  |       |         |
| Central Tendency | Mean               | .85   |       |         |
| and Dispersion   | Standard Deviation | .357  |       |         |
| Labeled Values   | 0                  | No  | 36    | 2.2%    |
|                  | 1                  | Yes   | 205   | 12.8%   |
|                  | 98                 | Don't know  | 3     | 0.2%    |

### INFLNC\_OTH\_ONE6

|                  |                    | Value   | Count | Percent |
|------------------|--------------------|---|-------|---------|
| Standard         | Position           | 123   |       |         |
| Attributes       | Label              | One other R<br>knew with<br>solar while<br>considering<br>- They were<br>important to<br>your own<br>decision to<br>get solar<br>panels |       |         |
|                  | Туре               | Numeric   |       |         |
|                  | Measurement        | Scale   |       |         |
| N                | Valid              | 238   |       |         |
|                  | Missing            | 1366  |       |         |
| Central Tendency | Mean               | .43   |       |         |
| and Dispersion   | Standard Deviation | .496  |       |         |
| Labeled Values   | 0                  | No  | 136   | 8.5%    |
|                  | 1                  | Yes   | 102   | 6.4%    |
|                  | 98                 | Don't know  | 6     | 0.4%    |

#### **DIFFICULTY1**

|                  |                    | Value  | Count | Percent |
|------------------|--------------------|--|-------|---------|
| Standard         | Position           | 124  |       |         |
| Attributes       | Label              | Difficulty -<br>Coming up<br>with the<br>money to<br>get solar |       |         |
|                  | Туре               | Numeric  |       |         |
|                  | Measurement        | Scale  |       |         |
| N                | Valid              | 1603   |       |         |
|                  | Missing            | 1  |       |         |
| Central Tendency | Mean               | 1.47   |       |         |
| and Dispersion   | Standard Deviation | 1.038  |       |         |
| Labeled Values   | 1                  | None \ Not<br>Applicable                                       | 1250  | 77.9%   |
|                  | 2                  | A Little   | 137   | 8.5%    |
|                  | 3                  | Some   | 96    | 6.0%    |
|                  | 4                  | A Lot  | 51    | 3.2%    |
|                  | 5                  | A Great Deal   | 69    | 4.3%    |

#### **DIFFICULTY2**

|                  |                    | Value  | Count | Percent |
|------------------|--------------------|--|-------|---------|
| Standard         | Position           | 125  |       |         |
| Attributes       | Label              | Difficulty -<br>Not everyone<br>in your<br>household<br>being<br>convinced |       |         |
|                  | Туре               | Numeric  |       |         |
|                  | Measurement        | Scale  |       |         |
| N                | Valid              | 1599   |       |         |
|                  | Missing            | 5  |       |         |
| Central Tendency | Mean               | 1.38   |       |         |
| and Dispersion   | Standard Deviation | .797   |       |         |
| Labeled Values   | 1                  | None \ Not<br>Applicable   | 1221  | 76.1%   |
|                  | 2                  | A Little   | 219   | 13.7%   |
|                  | 3                  | Some   | 106   | 6.6%    |
|                  | 4                  | A Lot  | 35    | 2.2%    |
|                  | 5                  | A Great Deal   | 18    | 1.1%    |

#### **DIFFICULTY3**

|                  |                    | Value   | Count | Percent |
|------------------|--------------------|---|-------|---------|
| Standard         | Position           | 126   |       |         |
| Attributes       | Label              | Difficulty -<br>Finding a<br>trustworthy<br>and<br>competent<br>installer |       |         |
|                  | Туре               | Numeric   |       |         |
|                  | Measurement        | Scale   |       |         |
| N                | Valid              | 1601  |       |         |
|                  | Missing            | 3   |       |         |
| Central Tendency | Mean               | 2.10  |       |         |
| and Dispersion   | Standard Deviation | 1.341   |       |         |
| Labeled Values   | 1                  | None \ Not<br>Applicable  | 827   | 51.6%   |
|                  | 2                  | A Little  | 216   | 13.5%   |
|                  | 3                  | Some  | 255   | 15.9%   |
|                  | 4                  | A Lot   | 183   | 11.4%   |
|                  | 5                  | A Great Deal  | 120   | 7.5%    |

#### **DIFFICULTY4**

|                  |                    | Value   | Count | Percent |
|------------------|--------------------|---|-------|---------|
| Standard         | Position           | 127   |       |         |
| Attributes       | Label              | Difficulty -<br>Finding an<br>installer who<br>would agree<br>to do the<br>work |       |         |
|                  | Туре               | Numeric   |       |         |
|                  | Measurement        | Scale   |       |         |
| N                | Valid              | 1598  |       |         |
|                  | Missing            | 6   |       |         |
| Central Tendency | Mean               | 1.37  |       |         |
| and Dispersion   | Standard Deviation | .922  |       |         |
| Labeled Values   | 1                  | None \ Not<br>Applicable  | 1325  | 82.6%   |
|                  | 2                  | A Little  | 101   | 6.3%    |
|                  | 3                  | Some  | 76    | 4.7%    |
|                  | 4                  | A Lot   | 53    | 3.3%    |
|                  | 5                  | A Great Deal  | 43    | 2.7%    |

#### **DIFFICULTY5**

|                  |                    | Value  | Count | Percent |
|------------------|--------------------|--|-------|---------|
| Standard         | Position           | 128  |       |         |
| Attributes       | Label              | Difficulty -<br>Permitting,<br>zoning, or<br>neighborhoo<br>d restrictions |       |         |
|                  | Туре               | Numeric  |       |         |
|                  | Measurement        | Scale  |       |         |
| N                | Valid              | 1601   |       |         |
|                  | Missing            | 3  |       |         |
| Central Tendency | Mean               | 1.74   |       |         |
| and Dispersion   | Standard Deviation | 1.170  |       |         |
| Labeled Values   | 1                  | None \ Not<br>Applicable   | 1015  | 63.3%   |
|                  | 2                  | A Little   | 240   | 15.0%   |
|                  | 3                  | Some   | 166   | 10.3%   |
|                  | 4                  | A Lot  | 101   | 6.3%    |
|                  | 5                  | A Great Deal   | 79    | 4.9%    |

#### **DIFFICULTY6**

|                  |                    | Value  | Count | Percent |
|------------------|--------------------|--|-------|---------|
| Standard         | Position           | 129  |       |         |
| Attributes       | Label              | Difficulty -<br>Suitability of<br>your home<br>site<br>(shading,<br>orientation,<br>roof<br>structure or |       |         |
|                  | Туре               | Numeric  |       |         |
|                  | Measurement        | Scale  |       |         |
| N                | Valid              | 1599   |       |         |
|                  | Missing            | 5  |       |         |
| Central Tendency | Mean               | 1.77   |       |         |
| and Dispersion   | Standard Deviation | 1.143  |       |         |
| Labeled Values   | 1                  | None \ Not<br>Applicable   | 951   | 59.3%   |
|                  | 2                  | A Little   | 310   | 19.3%   |
|                  | 3                  | Some   | 164   | 10.2%   |
|                  | 4                  | A Lot  | 102   | 6.4%    |
|                  | 5                  | A Great Deal   | 72    | 4.5%    |

#### CONCERN1

|                  |                    | Value                             | Count | Percent |
|------------------|--------------------|-----------------------------------|-------|---------|
| Standard         | Position           | 130                               |       |         |
| Attributes       | Label              | Concern -<br>Affordability        |       |         |
|                  | Туре               | Numeric                           |       |         |
|                  | Measurement        | Scale                             |       |         |
| N                | Valid              | 1591                              |       |         |
|                  | Missing            | 13                                |       |         |
| Central Tendency | Mean               | 2.89                              |       |         |
| and Dispersion   | Standard Deviation | 1.570                             |       |         |
| Labeled Values   | 1                  | Not at all \<br>Not<br>Applicable | 515   | 32.1%   |
|                  | 2                  | Slightly                          | 168   | 10.5%   |
|                  | 3                  | Somewhat                          | 224   | 14.0%   |
|                  | 4                  | Very                              | 342   | 21.3%   |
|                  | 5                  | Extremely                         | 342   | 21.3%   |

#### **CONCERN2**

|                  |                    | Value  | Count | Percent |
|------------------|--------------------|--|-------|---------|
| Standard         | Position           | 131  |       |         |
| Attributes       | Label              | Concern -<br>Whether<br>solar was a<br>good<br>financial<br>decision |       |         |
|                  | Туре               | Numeric  |       |         |
|                  | Measurement        | Scale  |       |         |
| N                | Valid              | 1591   |       |         |
|                  | Missing            | 13   |       |         |
| Central Tendency | Mean               | 3.09   |       |         |
| and Dispersion   | Standard Deviation | 1.444  |       |         |
| Labeled Values   | 1                  | Not at all \<br>Not<br>Applicable                                    | 348   | 21.7%   |
|                  | 2                  | Slightly   | 221   | 13.8%   |
|                  | 3                  | Somewhat   | 280   | 17.5%   |
|                  | 4                  | Very   | 417   | 26.0%   |
|                  | 5                  | Extremely  | 325   | 20.3%   |

#### **CONCERN3**

|                                 |                    | Value  | Count | Percent |
|---------------------------------|--------------------|--|-------|---------|
| Standard<br>Attributes          | Position           | 132  |       |         |
|                                 | Label              | Concern -<br>Whether<br>solar panels<br>offered<br>enough bang<br>for the buck |       |         |
|                                 | Туре               | Numeric  |       |         |
|                                 | Measurement        | Scale  |       |         |
| N                               | Valid              | 1596   |       |         |
|                                 | Missing            | 8  |       |         |
| Central Tendency and Dispersion | Mean               | 3.09   |       |         |
|                                 | Standard Deviation | 1.417  |       |         |
| Labeled Values                  | 1                  | Not at all \<br>Not<br>Applicable  | 350   | 21.8%   |
|                                 | 2                  | Slightly   | 184   | 11.5%   |
|                                 | 3                  | Somewhat   | 331   | 20.6%   |
|                                 | 4                  | Very   | 431   | 26.9%   |
|                                 | 5                  | Extremely  | 300   | 18.7%   |

# CONCERN4

|                                 |                    | Value   | Count | Percent |
|---------------------------------|--------------------|---|-------|---------|
| Standard<br>Attributes          | Position           | 133   |       |         |
|                                 | Label              | Concern -<br>Taking on<br>debt or<br>signing a<br>lease |       |         |
|                                 | Туре               | Numeric   |       |         |
|                                 | Measurement        | Scale   |       |         |
| N                               | Valid              | 1598  |       |         |
|                                 | Missing            | 6   |       |         |
| Central Tendency and Dispersion | Mean               | 2.49  |       |         |
|                                 | Standard Deviation | 1.523   |       |         |
| Labeled Values                  | 1                  | Not at all \<br>Not<br>Applicable                       | 675   | 42.1%   |
|                                 | 2                  | Slightly  | 194   | 12.1%   |
|                                 | 3                  | Somewhat  | 232   | 14.5%   |
|                                 | 4                  | Very  | 257   | 16.0%   |
|                                 | 5                  | Extremely   | 240   | 15.0%   |

### **CONCERN5**

|                  |                    | Value   | Count | Percent |
|------------------|--------------------|---|-------|---------|
| Standard         | Position           | 134   |       |         |
| Attributes       | Label              | Concern -<br>Equipment<br>quality and<br>reliability<br>over time |       |         |
|                  | Туре               | Numeric   |       |         |
|                  | Measurement        | Scale   |       |         |
| N                | Valid              | 1600  |       |         |
|                  | Missing            | 4   |       |         |
| Central Tendency | Mean               | 3.32  |       |         |
| and Dispersion   | Standard Deviation | 1.317   |       |         |
| Labeled Values   | 1                  | Not at all \<br>Not<br>Applicable                                 | 215   | 13.4%   |
|                  | 2                  | Slightly  | 217   | 13.5%   |
|                  | 3                  | Somewhat  | 362   | 22.6%   |
|                  | 4                  | Very  | 455   | 28.4%   |
|                  | 5                  | Extremely   | 351   | 21.9%   |

## CONCERN6

|                  |                    | Value   | Count | Percent |
|------------------|--------------------|---|-------|---------|
| Standard         | Position           | 135   |       |         |
| Attributes       | Label              | Concern - Having to perform regular maintenance on the solar panel system |       |         |
|                  | Туре               | Numeric   |       |         |
|                  | Measurement        | Scale   |       |         |
| N                | Valid              | 1598  |       |         |
|                  | Missing            | 6   |       |         |
| Central Tendency | Mean               | 2.47  |       |         |
| and Dispersion   | Standard Deviation | 1.416   |       |         |
| Labeled Values   | 1                  | Not at all \<br>Not<br>Applicable   | 595   | 37.1%   |
|                  | 2                  | Slightly  | 281   | 17.5%   |
|                  | 3                  | Somewhat  | 289   | 18.0%   |
|                  | 4                  | Very  | 246   | 15.3%   |
|                  | 5                  | Extremely   | 187   | 11.7%   |

### **CONCERN7**

|                  |                    | Value   | Count | Percent |
|------------------|--------------------|---|-------|---------|
| Standard         | Position           | 136   |       |         |
| Attributes       | Label              | Concern -<br>Risk of<br>damaging<br>your roof |       |         |
|                  | Туре               | Numeric                                       |       |         |
|                  | Measurement        | Scale   |       |         |
| N                | Valid              | 1600  |       |         |
|                  | Missing            | 4   |       |         |
| Central Tendency | Mean               | 2.87  |       |         |
| and Dispersion   | Standard Deviation | 1.340   |       |         |
| Labeled Values   | 1                  | Not at all \<br>Not<br>Applicable             | 310   | 19.3%   |
|                  | 2                  | Slightly                                      | 382   | 23.8%   |
|                  | 3                  | Somewhat                                      | 362   | 22.6%   |
|                  | 4                  | Very  | 302   | 18.8%   |
|                  | 5                  | Extremely                                     | 244   | 15.2%   |

## CONCERN8

|                  |                    | Value  | Count | Percent |
|------------------|--------------------|--|-------|---------|
| Standard         | Position           | 137  |       |         |
| Attributes       | Label              | Concern -<br>That solar<br>panels might<br>detract from<br>your home's<br>"curb<br>appeal" |       |         |
|                  | Туре               | Numeric  |       |         |
|                  | Measurement        | Scale  |       |         |
| N                | Valid              | 1600   |       |         |
|                  | Missing            | 4  |       |         |
| Central Tendency | Mean               | 2.00   |       |         |
| and Dispersion   | Standard Deviation | 1.210  |       |         |
| Labeled Values   | 1                  | Not at all \<br>Not<br>Applicable  | 776   | 48.4%   |
|                  | 2                  | Slightly   | 349   | 21.8%   |
|                  | 3                  | Somewhat   | 265   | 16.5%   |
|                  | 4                  | Very   | 118   | 7.4%    |
|                  | 5                  | Extremely  | 92    | 5.7%    |

### **CONCERN9**

|                  |                    | Value  | Count | Percent |
|------------------|--------------------|--|-------|---------|
| Standard         | Position           | 138  |       |         |
| Attributes       | Label              | Concern -<br>That it might<br>be harder to<br>sell your<br>home with<br>solar panels |       |         |
|                  | Туре               | Numeric  |       |         |
|                  | Measurement        | Scale  |       |         |
| N                | Valid              | 1599   |       |         |
|                  | Missing            | 5  |       |         |
| Central Tendency | Mean               | 1.76   |       |         |
| and Dispersion   | Standard Deviation | 1.077  |       |         |
| Labeled Values   | 1                  | Not at all \<br>Not<br>Applicable  | 937   | 58.4%   |
|                  | 2                  | Slightly   | 303   | 18.9%   |
|                  | 3                  | Somewhat   | 216   | 13.5%   |
|                  | 4                  | Very   | 98    | 6.1%    |
|                  | 5                  | Extremely  | 45    | 2.8%    |

## NPS\_PANELS

|                  |                    | Value   | Count | Percent |
|------------------|--------------------|---|-------|---------|
| Standard         | Position           | 139   |       |         |
| Attributes       | Label              | How likely are you to recommend solar panels to a friend or neighbor? |       |         |
|                  | Туре               | Numeric   |       |         |
|                  | Measurement        | Scale   |       |         |
| N                | Valid              | 1603  |       |         |
|                  | Missing            | 1   |       |         |
| Central Tendency | Mean               | 9.92  |       |         |
| and Dispersion   | Standard Deviation | 1.822   |       |         |
| Labeled Values   | 1                  | Not At<br>AllLikely0  | 16    | 1.0%    |
|                  | 2                  | 1   | 7     | 0.4%    |
|                  | 3                  | 2   | 5     | 0.3%    |
|                  | 4                  | 3   | 9     | 0.6%    |
|                  | 5                  | 4   | 8     | 0.5%    |
|                  | 6                  | 5   | 53    | 3.3%    |
|                  | 7                  | 6   | 45    | 2.8%    |
|                  | 8                  | 7   | 101   | 6.3%    |

### NPS\_PANELS

|    | Value              | Count | Percent |
|----|--------------------|-------|---------|
| 9  | 8                  | 207   | 12.9%   |
| 10 | 9                  | 198   | 12.3%   |
| 11 | ExtremelyLik ely10 | 954   | 59.5%   |

### NPS\_INSTALLER

|                  |                    | Value   | Count | Percent |
|------------------|--------------------|---|-------|---------|
| Standard         | Position           | 140   |       |         |
| Attributes       | Label              | How likely are you to recommend your solar installer to a friend or neighbor? |       |         |
|                  | Туре               | Numeric   |       |         |
|                  | Measurement        | Scale   |       |         |
| N                | Valid              | 1602  |       |         |
|                  | Missing            | 2   |       |         |
| Central Tendency | Mean               | 9.48  |       |         |
| and Dispersion   | Standard Deviation | 2.439   |       |         |
| Labeled Values   | 1                  | Not At<br>AllLikely0  | 58    | 3.6%    |
|                  | 2                  | 1   | 7     | 0.4%    |
|                  | 3                  | 2   | 12    | 0.7%    |
|                  | 4                  | 3   | 23    | 1.4%    |
|                  | 5                  | 4   | 19    | 1.2%    |
|                  | 6                  | 5   | 59    | 3.7%    |
|                  | 7                  | 6   | 57    | 3.6%    |
|                  | 8                  | 7   | 100   | 6.2%    |
|                  | 9                  | 8   | 200   | 12.5%   |
|                  | 10                 | 9   | 200   | 12.5%   |
|                  | 11                 | ExtremelyLik ely10  | 867   | 54.1%   |

### **EXPERIENCE1**

|                  |                    | Value   | Count | Percent |
|------------------|--------------------|---|-------|---------|
| Standard         | Position           | 141   |       |         |
| Attributes       | Label              | The installation of the panels went smoothly. |       |         |
|                  | Туре               | Numeric                                       |       |         |
|                  | Measurement        | Scale   |       |         |
| N                | Valid              | 1597  |       |         |
|                  | Missing            | 7   |       |         |
| Central Tendency | Mean               | 4.39  |       |         |
| and Dispersion   | Standard Deviation | .923  |       |         |
| Labeled Values   | 1                  | StronglyDisa<br>gree                          | 34    | 2.1%    |
|                  | 2                  | Disagree                                      | 72    | 4.5%    |
|                  | 3                  | Neutral                                       | 71    | 4.4%    |
|                  | 4                  | Agree   | 484   | 30.2%   |
|                  | 5                  | StronglyAgre<br>e                             | 936   | 58.4%   |
|                  | 98                 | Don'tKnow                                     | 1     | 0.1%    |

#### **EXPERIENCE2**

|                  |                    | Value  | Count | Percent |
|------------------|--------------------|--|-------|---------|
| Standard         | Position           | 142  |       |         |
| Attributes       | Label              | Once the contract was signed, the installation of the panels was prompt. |       |         |
|                  | Туре               | Numeric  |       |         |
|                  | Measurement        | Scale  |       |         |
| N                | Valid              | 1591   |       |         |
|                  | Missing            | 13   |       |         |
| Central Tendency | Mean               | 3.90   |       |         |
| and Dispersion   | Standard Deviation | 1.159  |       |         |
| Labeled Values   | 1                  | StronglyDisa<br>gree   | 81    | 5.0%    |
|                  | 2                  | Disagree   | 158   | 9.9%    |
|                  | 3                  | Neutral  | 197   | 12.3%   |
|                  | 4                  | Agree  | 560   | 34.9%   |
|                  | 5                  | StronglyAgre<br>e  | 595   | 37.1%   |
|                  | 98                 | Don'tKnow  | 5     | 0.3%    |

### **EXPERIENCE3**

|                  |                    | Value   | Count | Percent |
|------------------|--------------------|---|-------|---------|
| Standard         | Position           | 143   |       |         |
| Attributes       | Label              | Maintenance<br>of the solar<br>panels has<br>been<br>minimal. |       |         |
|                  | Туре               | Numeric   |       |         |
|                  | Measurement        | Scale   |       |         |
| N                | Valid              | 1501  |       |         |
|                  | Missing            | 103   |       |         |
| Central Tendency | Mean               | 4.47  |       |         |
| and Dispersion   | Standard Deviation | .761  |       |         |
| Labeled Values   | 1                  | StronglyDisa<br>gree  | 16    | 1.0%    |
|                  | 2                  | Disagree  | 19    | 1.2%    |
|                  | 3                  | Neutral   | 94    | 5.9%    |
|                  | 4                  | Agree   | 486   | 30.3%   |
|                  | 5                  | StronglyAgre<br>e   | 886   | 55.2%   |
|                  | 98                 | Don'tKnow   | 96    | 6.0%    |

#### **EXPERIENCE4**

|                  |                    | Value                                       | Count | Percent |
|------------------|--------------------|---|-------|---------|
| Standard         | Position           | 144   |       |         |
| Attributes       | Label              | I like the way<br>the solar<br>panels look. |       |         |
|                  | Туре               | Numeric                                     |       |         |
|                  | Measurement        | Scale                                       |       |         |
| N                | Valid              | 1575  |       |         |
|                  | Missing            | 29  |       |         |
| Central Tendency | Mean               | 3.86  |       |         |
| and Dispersion   | Standard Deviation | .945  |       |         |
| Labeled Values   | 1                  | StronglyDisa<br>gree                        | 24    | 1.5%    |
|                  | 2                  | Disagree                                    | 68    | 4.2%    |
|                  | 3                  | Neutral                                     | 482   | 30.0%   |
|                  | 4                  | Agree                                       | 534   | 33.3%   |
|                  | 5                  | StronglyAgre<br>e                           | 467   | 29.1%   |
|                  | 98                 | Don'tKnow                                   | 22    | 1.4%    |

### **EXPERIENCE5**

|                  |                    | Value  | Count | Percent |
|------------------|--------------------|--|-------|---------|
| Standard         | Position           | 145  |       |         |
| Attributes       | Label              | Others have complimente d the way the solar panels look. |       |         |
|                  | Туре               | Numeric  |       |         |
|                  | Measurement        | Scale  |       |         |
| N                | Valid              | 1411   |       |         |
|                  | Missing            | 193  |       |         |
| Central Tendency | Mean               | 3.18   |       |         |
| and Dispersion   | Standard Deviation | 1.155  |       |         |
| Labeled Values   | 1                  | StronglyDisa<br>gree                                     | 148   | 9.2%    |
|                  | 2                  | Disagree   | 169   | 10.5%   |
|                  | 3                  | Neutral  | 608   | 37.9%   |
|                  | 4                  | Agree  | 260   | 16.2%   |
|                  | 5                  | StronglyAgre<br>e  | 226   | 14.1%   |
|                  | 98                 | Don'tKnow  | 187   | 11.7%   |

#### **EXPERIENCE6**

|                  |                    | Value   | Count | Percent |
|------------------|--------------------|---|-------|---------|
| Standard         | Position           | 146   |       |         |
| Attributes       | Label              | I haven't had<br>problems<br>with my roof<br>since<br>installation. |       |         |
|                  | Туре               | Numeric   |       |         |
|                  | Measurement        | Scale   |       |         |
| N                | Valid              | 1546  |       |         |
|                  | Missing            | 58  |       |         |
| Central Tendency | Mean               | 4.43  |       |         |
| and Dispersion   | Standard Deviation | .940  |       |         |
| Labeled Values   | 1                  | StronglyDisa<br>gree  | 50    | 3.1%    |
|                  | 2                  | Disagree  | 41    | 2.6%    |
|                  | 3                  | Neutral   | 69    | 4.3%    |
|                  | 4                  | Agree   | 414   | 25.8%   |
|                  | 5                  | StronglyAgre<br>e   | 972   | 60.6%   |
|                  | 98                 | Don'tKnow   | 50    | 3.1%    |

### **REGRETS**

|                  |                    | Value   | Count | Percent |
|------------------|--------------------|---|-------|---------|
| Standard         | Position           | 147   |       |         |
| Attributes       | Label              | Do you have<br>any regrets<br>about buying<br>or leasing<br>solar panels? |       |         |
|                  | Туре               | Numeric   |       |         |
|                  | Measurement        | Scale   |       |         |
| N                | Valid              | 1597  |       |         |
|                  | Missing            | 7   |       |         |
| Central Tendency | Mean               | .09   |       |         |
| and Dispersion   | Standard Deviation | .281  |       |         |
| Labeled Values   | 0                  | No  | 1459  | 91.0%   |
|                  | 1                  | Yes   | 138   | 8.6%    |

### TOLD\_OTHERS

|                  |                    | Value   | Count | Percent |
|------------------|--------------------|---|-------|---------|
| Standard         | Position           | 148   |       |         |
| Attributes       | Label              | Since your panels were installed, have you talked to other people about solar panels? |       |         |
|                  | Туре               | Numeric   |       |         |
|                  | Measurement        | Scale   |       |         |
| N                | Valid              | 1597  |       |         |
|                  | Missing            | 7   |       |         |
| Central Tendency | Mean               | .91   |       |         |
| and Dispersion   | Standard Deviation | .279  |       |         |
| Labeled Values   | 0                  | No  | 136   | 8.5%    |
|                  | 1                  | Yes   | 1461  | 91.1%   |

### TOLD\_OTHERS\_NUM

|                  |                    | Value  | Count | Percent |
|------------------|--------------------|--|-------|---------|
| Standard         | Position           | 149  |       |         |
| Attributes       | Label              | How many people have you talked to? Your best guess is fine. |       |         |
|                  | Туре               | Numeric  |       |         |
|                  | Measurement        | Scale  |       |         |
| N                | Valid              | 1427   |       |         |
|                  | Missing            | 177  |       |         |
| Central Tendency | Mean               | 2.64   |       |         |
| and Dispersion   | Standard Deviation | 1.050  |       |         |
| Labeled Values   | 1                  | 1 or 2   | 153   | 9.5%    |
|                  | 2                  | 3 to 5   | 545   | 34.0%   |
|                  | 3                  | 6 to 10  | 482   | 30.0%   |
|                  | 4                  | 11 to 25   | 185   | 11.5%   |
|                  | 5                  | 26 to 50   | 29    | 1.8%    |
|                  | 6                  | 51 or more   | 33    | 2.1%    |
|                  | 98                 | Don't know   | 26    | 1.6%    |

## TOLD\_OTHERS\_LOCAL

|                  |                    | Value  | Count | Percent |
|------------------|--------------------|--|-------|---------|
| Standard         | Position           | 150  |       |         |
| Attributes       | Label              | Of those people, about how many live in your town or city? |       |         |
|                  | Туре               | Numeric  |       |         |
|                  | Measurement        | Scale  |       |         |
| N                | Valid              | 1419   |       |         |
|                  | Missing            | 185  |       |         |
| Central Tendency | Mean               | 2.02   |       |         |
| and Dispersion   | Standard Deviation | 1.097  |       |         |
| Labeled Values   | 0                  | None   | 83    | 5.2%    |
|                  | 1                  | 1 or 2   | 377   | 23.5%   |
|                  | 2                  | 3 to 5   | 551   | 34.4%   |
|                  | 3                  | 6 to 10  | 288   | 18.0%   |
|                  | 4                  | 11 to 25   | 92    | 5.7%    |
|                  | 5                  | 26 to 50   | 15    | 0.9%    |
|                  | 6                  | 51 or more   | 13    | 0.8%    |
|                  | 98                 | Don't know   | 30    | 1.9%    |

## **ACTIVITY1**

|                  |                    | Value   | Count | Percent |
|------------------|--------------------|---|-------|---------|
| Standard         | Position           | 151   |       |         |
| Attributes       | Label              | Activities -<br>Write an<br>online review<br>to share on a<br>website like<br>Yelp or<br>Angie's List |       |         |
|                  | Туре               | Numeric   |       |         |
|                  | Measurement        | Scale   |       |         |
| N                | Valid              | 1599  |       |         |
|                  | Missing            | 5   |       |         |
| Central Tendency | Mean               | 3.44  |       |         |
| and Dispersion   | Standard Deviation | .618  |       |         |
| Labeled Values   | 2                  | Have Done   | 108   | 6.7%    |
|                  | 3                  | Have Not<br>Done,<br>Would  | 676   | 42.1%   |
|                  | 4                  | Have Not<br>Done, Would<br>Not Consider   | 815   | 50.8%   |

### **ACTIVITY2**

|                  |                    | Value  | Count | Percent |
|------------------|--------------------|--|-------|---------|
| Standard         | Position           | 152  |       |         |
| Attributes       | Label              | Activities - Talk about your solar panels through a social networking site (Facebook, Twitter) |       |         |
|                  | Туре               | Numeric  |       |         |
|                  | Measurement        | Scale  |       |         |
| N                | Valid              | 1598   |       |         |
|                  | Missing            | 6  |       |         |
| Central Tendency | Mean               | 3.47   |       |         |
| and Dispersion   | Standard Deviation | .704   |       |         |
| Labeled Values   | 2                  | Have Done  | 197   | 12.3%   |
|                  | 3                  | Have Not<br>Done,<br>Would   | 445   | 27.7%   |
|                  | 4                  | Have Not<br>Done, Would<br>Not Consider  | 956   | 59.6%   |

## **ACTIVITY3**

|                  |                    | Value   | Count | Percent |
|------------------|--------------------|---|-------|---------|
| Standard         | Position           | 153   |       |         |
| Attributes       | Label              | Activities -<br>Post to an<br>online forum<br>about solar |       |         |
|                  | Туре               | Numeric   |       |         |
|                  | Measurement        | Scale   |       |         |
| N                | Valid              | 1597  |       |         |
|                  | Missing            | 7   |       |         |
| Central Tendency | Mean               | 3.60  |       |         |
| and Dispersion   | Standard Deviation | .554  |       |         |
| Labeled Values   | 2                  | Have Done   | 53    | 3.3%    |
|                  | 3                  | Have Not<br>Done,<br>Would                                | 532   | 33.2%   |
|                  | 4                  | Have Not<br>Done, Would<br>Not Consider                   | 1012  | 63.1%   |

## ACTIVITY4

|                  |                    | Value  | Count | Percent |
|------------------|--------------------|--|-------|---------|
| Standard         | Position           | 154  |       |         |
| Attributes       | Label              | Activities - Provide a customer testimonial for your installer's marketing materials |       |         |
|                  | Туре               | Numeric  |       |         |
|                  | Measurement        | Scale  |       |         |
| N                | Valid              | 1597   |       |         |
|                  | Missing            | 7  |       |         |
| Central Tendency | Mean               | 3.23   |       |         |
| and Dispersion   | Standard Deviation | .625   |       |         |
| Labeled Values   | 2                  | Have Done  | 171   | 10.7%   |
|                  | 3                  | Have Not<br>Done,<br>Would   | 890   | 55.5%   |
|                  | 4                  | Have Not<br>Done, Would<br>Not Consider  | 536   | 33.4%   |

## **ACTIVITY5**

|                  |                    | Value   | Count | Percent |
|------------------|--------------------|---|-------|---------|
| Standard         | Position           | 155   |       |         |
| Attributes       | Label              | Activities - Host a solar party at your home for others to learn about solar panels |       |         |
|                  | Туре               | Numeric   |       |         |
|                  | Measurement        | Scale   |       |         |
| N                | Valid              | 1598  |       |         |
|                  | Missing            | 6   |       |         |
| Central Tendency | Mean               | 3.79  |       |         |
| and Dispersion   | Standard Deviation | .450  |       |         |
| Labeled Values   | 2                  | Have Done   | 27    | 1.7%    |
|                  | 3                  | Have Not<br>Done,<br>Would  | 288   | 18.0%   |
|                  | 4                  | Have Not<br>Done, Would<br>Not Consider   | 1283  | 80.0%   |

### REFERRAL\_NUM

|                  |                    | Value  |
|------------------|--------------------|--|
| Standard         | Position           | 156  |
| Attributes       | Label              | How many<br>people R has<br>referred to<br>installer |
|                  | Туре               | Numeric  |
|                  | Measurement        | Scale  |
| N                | Valid              | 1592   |
|                  | Missing            | 12   |
| Central Tendency | Mean               | 3.6162   |
| and Dispersion   | Standard Deviation | 17.92229   |

### REFERRAL\_WHEN1

|                  |                    | Value   | Count | Percent |
|------------------|--------------------|---|-------|---------|
| Standard         | Position           | 157   |       |         |
| Attributes       | Label              | When R<br>referred<br>others -<br>Before your<br>panels were<br>installed |       |         |
|                  | Туре               | Numeric   |       |         |
|                  | Measurement        | Scale   |       |         |
| N                | Valid              | 1277  |       |         |
|                  | Missing            | 327   |       |         |
| Central Tendency | Mean               | .17   |       |         |
| and Dispersion   | Standard Deviation | .373  |       |         |
| Labeled Values   | 1                  | Yes   | 213   | 13.3%   |

### REFERRAL\_WHEN2

|                  |                    | Value  | Count | Percent |
|------------------|--------------------|--|-------|---------|
| Standard         | Position           | 158  |       |         |
| Attributes       | Label              | When R<br>referred<br>others -<br>Within 3<br>months after<br>installation |       |         |
|                  | Туре               | Numeric  |       |         |
|                  | Measurement        | Scale  |       |         |
| N                | Valid              | 1277   |       |         |
|                  | Missing            | 327  |       |         |
| Central Tendency | Mean               | .57  |       |         |
| and Dispersion   | Standard Deviation | .495   |       |         |
| Labeled Values   | 1                  | Yes  | 731   | 45.6%   |

### REFERRAL\_WHEN3

|                  |                    | Value   | Count | Percent |
|------------------|--------------------|---|-------|---------|
| Standard         | Position           | 159   |       |         |
| Attributes       | Label              | When R<br>referred<br>others - 4<br>months to a<br>year after<br>installation |       |         |
|                  | Туре               | Numeric   |       |         |
|                  | Measurement        | Scale   |       |         |
| N                | Valid              | 1277  |       |         |
|                  | Missing            | 327   |       |         |
| Central Tendency | Mean               | .37   |       |         |
| and Dispersion   | Standard Deviation | .484  |       |         |
| Labeled Values   | 1                  | Yes   | 477   | 29.7%   |

### REFERRAL\_WHEN4

|                  |                    | Value   | Count | Percent |
|------------------|--------------------|---|-------|---------|
| Standard         | Position           | 160   |       |         |
| Attributes       | Label              | When R<br>referred<br>others -<br>More than a<br>year after<br>installation |       |         |
|                  | Туре               | Numeric   |       |         |
|                  | Measurement        | Scale   |       |         |
| N                | Valid              | 1277  |       |         |
|                  | Missing            | 327   |       |         |
| Central Tendency | Mean               | .13   |       |         |
| and Dispersion   | Standard Deviation | .340  |       |         |
| Labeled Values   | 1                  | Yes   | 170   | 10.6%   |

# SIZE\_PANELS\_BINNED

|                |             | Value                                     | Count | Percent |
|----------------|-------------|---|-------|---------|
| Standard       | Position    | 161                                       |       |         |
| Attributes     | Label       | Size of<br>system?<br>Number of<br>Panels |       |         |
|                | Туре        | Numeric                                   |       |         |
|                | Measurement | Nominal                                   |       |         |
| Valid Values   | 1           | 1-14                                      | 395   | 24.6%   |
|                | 2           | 15-19                                     | 365   | 22.8%   |
|                | 3           | 20-26                                     | 322   | 20.1%   |
|                | 4           | 27 or more                                | 349   | 21.8%   |
| Missing Values | System      |   | 173   | 10.8%   |

### SIZE\_KW\_BINNED

|                |             | Value                                   | Count | Percent |
|----------------|-------------|---|-------|---------|
| Standard       | Position    | 162                                     |       |         |
| Attributes     | Label       | Size of<br>system?<br>Kilowatts<br>(kW) |       |         |
|                | Туре        | Numeric                                 |       |         |
|                | Measurement | Nominal                                 |       |         |
| Valid Values   | 1           | 4 or Less                               | 158   | 9.9%    |
|                | 2           | 5-7                                     | 153   | 9.5%    |
|                | 3           | 8 or greater                            | 124   | 7.7%    |
| Missing Values | System      |   | 1169  | 72.9%   |

## BUY\_LEASE

|                  |                    | Value  | Count | Percent |
|------------------|--------------------|--|-------|---------|
| Standard         | Position           | 163  |       |         |
| Attributes       | Label              | Did you buy<br>or lease the<br>solar panels<br>for your<br>home? |       |         |
|                  | Туре               | Numeric  |       |         |
|                  | Measurement        | Scale  |       |         |
| N                | Valid              | 1415   |       |         |
|                  | Missing            | 189  |       |         |
| Central Tendency | Mean               | 1.69   |       |         |
| and Dispersion   | Standard Deviation | .463   |       |         |
| Labeled Values   | 1                  | Bought   | 440   | 27.4%   |
|                  | 2                  | Leased   | 975   | 60.8%   |

### LOAN

|                  |                    | Value   | Count | Percent |
|------------------|--------------------|---|-------|---------|
| Standard         | Position           | 164   |       |         |
| Attributes       | Label              | Did you take<br>out a loan to<br>help pay for<br>your system? |       |         |
|                  | Туре               | Numeric   |       |         |
|                  | Measurement        | Scale   |       |         |
| N                | Valid              | 451   |       |         |
|                  | Missing            | 1153  |       |         |
| Central Tendency | Mean               | .40   |       |         |
| and Dispersion   | Standard Deviation | .490  |       |         |
| Labeled Values   | 0                  | No  | 271   | 16.9%   |
|                  | 1                  | Yes   | 180   | 11.2%   |

## OPTION\_TO\_LEASE

|                  |                    | Value  | Count | Percent |
|------------------|--------------------|--|-------|---------|
| Standard         | Position           | 165  |       |         |
| Attributes       | Label              | Even though you purchased your solar panels, did you also have the option to lease them? |       |         |
|                  | Туре               | Numeric  |       |         |
|                  | Measurement        | Scale  |       |         |
| N                | Valid              | 449  |       |         |
|                  | Missing            | 1155   |       |         |
| Central Tendency | Mean               | 1.97   |       |         |
| and Dispersion   | Standard Deviation | .992   |       |         |
| Labeled Values   | 1                  | No, leasing wasn't available or wasn't offered by the installer (s)                      | 227   | 14.2%   |
|                  | 2                  | No, didn't<br>qualify for<br>leasing   | 8     | 0.5%    |
|                  | 3                  | Yes  | 214   | 13.3%   |

|                        |                     | Value   | Count | Percent |
|------------------------|---------------------|---|-------|---------|
| Standard<br>Attributes | Position<br>Label   | 166 Buy Consideratio ns - Installer suggested buying over leasing |       |         |
|                        | Type<br>Measurement | Numeric<br>Scale  |       |         |
| N                      | Valid               | 210   |       |         |
| Central Tendency       | Missing<br>Mean     | 1394<br>1.39  |       |         |
| and Dispersion         | Standard Deviation  | .677  |       |         |
| Labeled Values         | 1                   | Not at all<br>important\<br>Not<br>Applicable                     | 152   | 9.5%    |
|                        | 2                   | Somewhatim portant  | 35    | 2.2%    |
|                        | 3                   | Veryimporta<br>nt   | 23    | 1.4%    |

# WHY\_BUY2

|                  |                    | Value  | Count | Percent |
|------------------|--------------------|--|-------|---------|
| Standard         | Position           | 167  |       |         |
| Attributes       | Label              | Buy<br>Consideratio<br>ns - Buying<br>seemed<br>easier than<br>leasing |       |         |
|                  | Туре               | Numeric  |       |         |
|                  | Measurement        | Scale  |       |         |
| N                | Valid              | 207  |       |         |
|                  | Missing            | 1397   |       |         |
| Central Tendency | Mean               | 1.97   |       |         |
| and Dispersion   | Standard Deviation | .853   |       |         |
| Labeled Values   | 1                  | Not at all<br>important\<br>Not<br>Applicable                          | 78    | 4.9%    |
|                  | 2                  | Somewhatim portant   | 57    | 3.6%    |
|                  | 3                  | Veryimporta<br>nt  | 72    | 4.5%    |

|                  |                    | Value   | Count | Percent |
|------------------|--------------------|---|-------|---------|
| Standard         | Position           | 168   |       |         |
| Attributes       | Label              | Buy<br>Consideratio<br>ns - Buying<br>would save<br>you more<br>money than<br>leasing |       |         |
|                  | Туре               | Numeric   |       |         |
|                  | Measurement        | Scale   |       |         |
| N                | Valid              | 208   |       |         |
|                  | Missing            | 1396  |       |         |
| Central Tendency | Mean               | 2.46  |       |         |
| and Dispersion   | Standard Deviation | .798  |       |         |
| Labeled Values   | 1                  | Not at all<br>important\<br>Not<br>Applicable   | 40    | 2.5%    |
|                  | 2                  | Somewhatim portant  | 32    | 2.0%    |
|                  | 3                  | Veryimporta<br>nt   | 136   | 8.5%    |

# WHY\_BUY4

|                  |                    | Value  | Count | Percent |
|------------------|--------------------|--|-------|---------|
| Standard         | Position           | 169  |       |         |
| Attributes       | Label              | Buy Consideratio ns - Concerns about signing a long-term lease |       |         |
|                  | Туре               | Numeric  |       |         |
|                  | Measurement        | Scale  |       |         |
| N                | Valid              | 209  |       |         |
|                  | Missing            | 1395   |       |         |
| Central Tendency | Mean               | 2.11   |       |         |
| and Dispersion   | Standard Deviation | .853   |       |         |
| Labeled Values   | 1                  | Not at all<br>important\<br>Not<br>Applicable                  | 65    | 4.1%    |
|                  | 2                  | Somewhatim portant   | 55    | 3.4%    |
|                  | 3                  | Veryimporta<br>nt  | 89    | 5.5%    |

|                  |                    | Value  | Count | Percent |
|------------------|--------------------|--|-------|---------|
| Standard         | Position           | 170  |       |         |
| Attributes       | Label              | Buy Consideratio ns - Buying gives you control over the solar panels |       |         |
|                  | Туре               | Numeric  |       |         |
|                  | Measurement        | Scale  |       |         |
| N                | Valid              | 209  |       |         |
|                  | Missing            | 1395   |       |         |
| Central Tendency | Mean               | 2.44   |       |         |
| and Dispersion   | Standard Deviation | .771   |       |         |
| Labeled Values   | 1                  | Not at all<br>important\<br>Not<br>Applicable                        | 36    | 2.2%    |
|                  | 2                  | Somewhatim portant   | 45    | 2.8%    |
|                  | 3                  | Veryimporta<br>nt  | 128   | 8.0%    |

## WHY\_BUY6

|                        |                    | Value   | Count | Percent |
|------------------------|--------------------|---|-------|---------|
| Standard<br>Attributes | Position           | 171   |       |         |
| Attributes             | Label              | Buy<br>Consideratio<br>ns - Most of<br>the people<br>you knew<br>bought |       |         |
|                        | Туре               | Numeric   |       |         |
|                        | Measurement        | Scale   |       |         |
| N                      | Valid              | 208   |       |         |
|                        | Missing            | 1396  |       |         |
| Central Tendency       | Mean               | 1.36  |       |         |
| and Dispersion         | Standard Deviation | .659  |       |         |
| Labeled Values         | 1                  | Not at all<br>important\<br>Not<br>Applicable                           | 154   | 9.6%    |
|                        | 2                  | Somewhatim portant  | 33    | 2.1%    |
|                        | 3                  | Veryimporta<br>nt   | 21    | 1.3%    |

|                  |                    | Value  | Count | Percent |
|------------------|--------------------|--|-------|---------|
| Standard         | Position           | 172  |       |         |
| Attributes       | Label              | Buy Consideratio ns - Buying solar panels makes it easier to sell your house |       |         |
|                  | Туре               | Numeric  |       |         |
|                  | Measurement        | Scale  |       |         |
| N                | Valid              | 209  |       |         |
|                  | Missing            | 1395   |       |         |
| Central Tendency | Mean               | 2.05   |       |         |
| and Dispersion   | Standard Deviation | .836   |       |         |
| Labeled Values   | 1                  | Not at all<br>important\<br>Not<br>Applicable                                | 68    | 4.2%    |
|                  | 2                  | Somewhatim portant   | 63    | 3.9%    |
|                  | 3                  | Veryimporta<br>nt  | 78    | 4.9%    |

## LEASE\_TYPE

|                  |                    | Value   | Count | Percent |
|------------------|--------------------|---|-------|---------|
| Standard         | Position           | 173   |       |         |
| Attributes       | Label              | How is your lease structured?   |       |         |
|                  | Туре               | Numeric   |       |         |
|                  | Measurement        | Scale   |       |         |
| N                | Valid              | 990   |       |         |
|                  | Missing            | 614   |       |         |
| Central Tendency | Mean               | 1.88  |       |         |
| and Dispersion   | Standard Deviation | .413  |       |         |
| Labeled Values   | 1                  | Pay monthly<br>to lease<br>solar  | 148   | 9.2%    |
|                  | 2                  | Purchase the solar electricity (cents\kWh) generated by the system each month | 808   | 50.4%   |
|                  | 3                  | Prepaid all leasing costs   | 34    | 2.1%    |

## OPTION\_TO\_BUY

|   |  | Value   | Count | Percent |
|---|--|---|-------|---------|
| Standard<br>Attributes                  | Position<br>Label                                      | 174 Even though you leased your solar panels, did you also have the option to buy them? |       |         |
| N<br>Central Tendency<br>and Dispersion | Type Measurement Valid Missing Mean Standard Deviation | Numeric<br>Scale<br>995<br>609<br>.26   |       |         |
| Labeled Values                          | 0  | No, buying<br>wasn't<br>available or<br>wasn't<br>offered by<br>the installer<br>(s)    | 733   | 45.7%   |
|   | 1  | Yes, installer offered the option to  | 262   | 16.3%   |

|                  |                    | Value  | Count | Percent |
|------------------|--------------------|--|-------|---------|
| Standard         | Position           | 175  |       |         |
| Attributes       | Label              | Lease Consideratio ns - Didn't have the funds on hand to purchase the solar panels |       |         |
|                  | Туре               | Numeric  |       |         |
|                  | Measurement        | Scale  |       |         |
| N                | Valid              | 256  |       |         |
|                  | Missing            | 1348   |       |         |
| Central Tendency | Mean               | 2.27   |       |         |
| and Dispersion   | Standard Deviation | .849   |       |         |
| Labeled Values   | 1                  | Not at all<br>important\<br>Not<br>Applicable                                      | 67    | 4.2%    |
|                  | 2                  | Somewhat important   | 54    | 3.4%    |
|                  | 3                  | Very<br>important  | 135   | 8.4%    |

|                                 |                     | Value   | Count | Percent |
|---------------------------------|---------------------|---|-------|---------|
| Standard<br>Attributes          | Position<br>Label   | 176 Lease Consideratio ns - Installer suggested leasing over buying |       |         |
|                                 | Type<br>Measurement | Numeric<br>Scale  |       |         |
| N                               | Valid               | 251   |       |         |
| Central Tendency and Dispersion | Missing<br>Mean     | 1353<br>1.75  |       |         |
| and Dispersion                  | Standard Deviation  | .755  |       |         |
| Labeled Values                  | 1                   | Not at all<br>important\<br>Not<br>Applicable                       | 110   | 6.9%    |
|                                 | 2                   | Somewhat important  | 93    | 5.8%    |
|                                 | 3                   | Very<br>important   | 48    | 3.0%    |

|                        |                    | Value   | Count | Percent |
|------------------------|--------------------|---|-------|---------|
| Standard<br>Attributes | Position           | 177   |       |         |
| Aundres                | Label              | Lease Consideratio ns - Leasing seemed easier than buying |       |         |
|                        | Туре               | Numeric   |       |         |
|                        | Measurement        | Scale   |       |         |
| N                      | Valid              | 252   |       |         |
|                        | Missing            | 1352  |       |         |
| Central Tendency       | Mean               | 2.26  |       |         |
| and Dispersion         | Standard Deviation | .780  |       |         |
| Labeled Values         | 1                  | Not at all<br>important\<br>Not<br>Applicable             | 52    | 3.2%    |
|                        | 2                  | Somewhat important  | 82    | 5.1%    |
|                        | 3                  | Very<br>important   | 118   | 7.4%    |

|                  |                    | Value   | Count | Percent |
|------------------|--------------------|---|-------|---------|
| Standard         | Position           | 178   |       |         |
| Attributes       | Label              | Lease Consideratio ns - Leasing would save you more money than buying |       |         |
|                  | Туре               | Numeric   |       |         |
|                  | Measurement        | Scale   |       |         |
| N                | Valid              | 251   |       |         |
|                  | Missing            | 1353  |       |         |
| Central Tendency | Mean               | 2.10  |       |         |
| and Dispersion   | Standard Deviation | .806  |       |         |
| Labeled Values   | 1                  | Not at all<br>important\<br>Not<br>Applicable                         | 70    | 4.4%    |
|                  | 2                  | Somewhat important  | 86    | 5.4%    |
|                  | 3                  | Very<br>important   | 95    | 5.9%    |

|                  |                    | Value   | Count | Percent |
|------------------|--------------------|---|-------|---------|
| Standard         | Position           | 179   |       |         |
| Attributes       | Label              | Lease Consideratio ns - The solar company being responsible for maintaining the system and guaranteeing performance |       |         |
|                  | Туре               | Numeric   |       |         |
|                  | Measurement        | Scale   |       |         |
| N                | Valid              | 256   |       |         |
|                  | Missing            | 1348  |       |         |
| Central Tendency | Mean               | 2.79  |       |         |
| and Dispersion   | Standard Deviation | .493  |       |         |
| Labeled Values   | 1                  | Not at all<br>important\<br>Not<br>Applicable   | 10    | 0.6%    |
|                  | 2                  | Somewhat important  | 33    | 2.1%    |
|                  | 3                  | Very<br>important   | 213   | 13.3%   |

|                  |                    | Value  | Count | Percent |
|------------------|--------------------|--|-------|---------|
| Standard         | Position           | 180  |       |         |
| Attributes       | Label              | Lease Consideratio ns - Most of the people you knew had leased |       |         |
|                  | Туре               | Numeric  |       |         |
|                  | Measurement        | Scale  |       |         |
| N                | Valid              | 253  |       |         |
|                  | Missing            | 1351   |       |         |
| Central Tendency | Mean               | 1.47   |       |         |
| and Dispersion   | Standard Deviation | .743   |       |         |
| Labeled Values   | 1                  | Not at all<br>important\<br>Not<br>Applicable                  | 173   | 10.8%   |
|                  | 2                  | Somewhat important   | 42    | 2.6%    |
|                  | 3                  | Very<br>important  | 38    | 2.4%    |

|                  |                    | Value   | Count | Percent |
|------------------|--------------------|---|-------|---------|
| Standard         | Position           | 181   |       |         |
| Attributes       | Label              | Lease Consideratio ns - Leasing solar panels makes it easier to sell your house |       |         |
|                  | Туре               | Numeric   |       |         |
|                  | Measurement        | Scale   |       |         |
| N                | Valid              | 253   |       |         |
|                  | Missing            | 1351  |       |         |
| Central Tendency | Mean               | 1.53  |       |         |
| and Dispersion   | Standard Deviation | .716  |       |         |
| Labeled Values   | 1                  | Not at all<br>important\<br>Not<br>Applicable                                   | 153   | 9.5%    |
|                  | 2                  | Somewhat important  | 67    | 4.2%    |
|                  | 3                  | Very<br>important   | 33    | 2.1%    |

## **ECONEVAL**

|                  |                    | Value  | Count | Percent |
|------------------|--------------------|--|-------|---------|
| Standard         | Position           | 182  |       |         |
| Attributes       | Label              | Economic<br>evaluation<br>method used                            |       |         |
|                  | Туре               | Numeric  |       |         |
|                  | Measurement        | Scale  |       |         |
| N                | Valid              | 1597   |       |         |
|                  | Missing            | 7  |       |         |
| Central Tendency | Mean               | 5.84   |       |         |
| and Dispersion   | Standard Deviation | 19.451   |       |         |
| Labeled Values   | 1                  | Monthly or<br>annual<br>electric bill<br>savings                 | 1155  | 72.0%   |
|                  | 2                  | Payback time - the time it would take to recover your investment | 214   | 13.3%   |
|                  | 3                  | Annual rate of return  | 46    | 2.9%    |
|                  | 4                  | No, did not<br>evaluate in<br>detail                             | 103   | 6.4%    |

## ECONEVAL\_SVG\_PERIOD

|                  |                    | Value  | Count | Percent |
|------------------|--------------------|--|-------|---------|
| Standard         | Position           | 183  |       |         |
| Attributes       | Label              | Economic evaluation based on electric bill savings - savings period chosen |       |         |
|                  | Туре               | Numeric  |       |         |
|                  | Measurement        | Scale  |       |         |
| N                | Valid              | 959  |       |         |
|                  | Missing            | 645  |       |         |
| Central Tendency | Mean               | 1.18   |       |         |
| and Dispersion   | Standard Deviation | .387   |       |         |
| Labeled Values   | 1                  | Monthly<br>savings<br>(Specify<br>\$\month):                               | 783   | 48.8%   |
|                  | 2                  | Or, annual<br>savings<br>(Specify<br>\$\year):                             | 176   | 11.0%   |
|                  | 98                 | Don't know   | 194   | 12.1%   |

### ${\tt ECONEVAL\_SVGS\_CLND}$

|                  |                    | Value  |
|------------------|--------------------|--|
| Standard         | Position           | 184  |
| Attributes       | Label              | Economic evaluation based on electric bill savings - estimated savings per period - TEXT |
|                  | Туре               | Numeric  |
|                  | Measurement        | Scale  |
| N                | Valid              | 914  |
|                  | Missing            | 690  |
| Central Tendency | Mean               | 431.9963   |
| and Dispersion   | Standard Deviation | 2384.96745   |

## ECONEVAL\_SVGS\_ACTUAL

|                  |                    | Value   | Count | Percent |
|------------------|--------------------|---|-------|---------|
| Standard         | Position           | 185   |       |         |
| Attributes       | Label              | Actual electric bill savings so far compared to estimated |       |         |
|                  | Туре               | Numeric   |       |         |
|                  | Measurement        | Scale   |       |         |
| N                | Valid              | 1021  |       |         |
|                  | Missing            | 583   |       |         |
| Central Tendency | Mean               | 2.63  |       |         |
| and Dispersion   | Standard Deviation | 1.089   |       |         |
| Labeled Values   | 1                  | Saving a lot more than expected                           | 187   | 11.7%   |
|                  | 2                  | Saving<br>somewhat<br>more than<br>expected               | 235   | 14.7%   |
|                  | 3                  | Saving about what was expected                            | 426   | 26.6%   |
|                  | 4                  | Saving<br>somewhat<br>less than<br>expected               | 110   | 6.9%    |
|                  | 5                  | Saving a lot<br>less than<br>expected                     | 63    | 3.9%    |
|                  | 94                 | Too Early to<br>Tell                                      | 111   | 6.9%    |
|                  | 98                 | Don't Know  | 21    | 1.3%    |

### ECONEVAL\_PYBK

|                  |                    | Value  | Count | Percent |
|------------------|--------------------|--|-------|---------|
| Standard         | Position           | 186  |       |         |
| Attributes       | Label              | Economic<br>evaluation<br>based on<br>payback<br>time -<br>response<br>given |       |         |
|                  | Туре               | Numeric  |       |         |
|                  | Measurement        | Scale  |       |         |
| N                | Valid              | 202  |       |         |
|                  | Missing            | 1402   |       |         |
| Central Tendency | Mean               | 1.00   |       |         |
| and Dispersion   | Standard Deviation | .000   |       |         |
| Labeled Values   | 1                  | Specify years  | 202   | 12.6%   |
|                  | 98                 | Don't know   | 12    | 0.7%    |

## ECONEVAL\_PYBK\_YRS\_CLND

|                         |                    | Value   |
|-------------------------|--------------------|---|
| Standard                | Position           | 187   |
| Attributes              | Label              | Economic<br>evaluation<br>based on<br>payback<br>years - TEXT |
|                         | Туре               | Numeric   |
|                         | Measurement        | Scale   |
| N                       | Valid              | 202   |
|                         | Missing            | 1402  |
| <b>Central Tendency</b> | Mean               | 8.4533  |
| and Dispersion          | Standard Deviation | 4.54457   |

## ECONEVAL\_PYBK\_ACTUAL

|                  |                    | Value  | Count | Percent |
|------------------|--------------------|--|-------|---------|
| Standard         | Position           | 188  |       |         |
| Attributes       | Label              | Actual payback time so far compared to estimated   |       |         |
|                  | Туре               | Numeric  |       |         |
|                  | Measurement        | Scale  |       |         |
| N                | Valid              | 170  |       |         |
|                  | Missing            | 1434   |       |         |
| Central Tendency | Mean               | 2.77   |       |         |
| and Dispersion   | Standard Deviation | .979   |       |         |
| Labeled Values   | 1                  | Paying back<br>a lot faster<br>than<br>expected    | 19    | 1.2%    |
|                  | 2                  | Paying back<br>somewhat<br>faster than<br>expected | 39    | 2.4%    |
|                  | 3                  | Paying back about how expected                     | 83    | 5.2%    |
|                  | 4                  | Paying back<br>somewhat<br>slower than<br>expected | 20    | 1.2%    |
|                  | 5                  | Paying back<br>a lot slower<br>than<br>expected    | 9     | 0.6%    |
|                  | 94                 | Too Early to<br>Tell                               | 29    | 1.8%    |
|                  | 98                 | Don't Know   | 15    | 0.9%    |

### ECONEVAL\_ROR

|                  |                    | Value   | Count | Percent |
|------------------|--------------------|---|-------|---------|
| Standard         | Position           | 189   |       |         |
| Attributes       | Label              | Economic<br>evaluation<br>based on<br>annual rate<br>of return -<br>response<br>given |       |         |
|                  | Туре               | Numeric   |       |         |
|                  | Measurement        | Scale   |       |         |
| N                | Valid              | 33  |       |         |
|                  | Missing            | 1571  |       |         |
| Central Tendency | Mean               | 1.00  |       |         |
| and Dispersion   | Standard Deviation | .000  |       |         |
| Labeled Values   | 1                  | Specify % per year  | 33    | 2.1%    |
|                  | 98                 | Don't know  | 12    | 0.7%    |

## ECONEVAL\_ROR\_PCT\_CLND

|              |             | Value   | Count | Percent |
|--------------|-------------|---|-------|---------|
| Standard     | Position    | 190   |       |         |
| Attributes   | Label       | Economic evaluation based on annual rate of return percent per year -TEXT |       |         |
|              | Туре        | Numeric   |       |         |
|              | Measurement | Nominal   |       |         |
| Valid Values | 5.00        |   | 2     | 0.1%    |
|              | 7.00        |   | 2     | 0.1%    |
|              | 7.50        |   | 1     | 0.1%    |
|              | 8.10        |   | 1     | 0.1%    |
|              | 10.00       |   | 4     | 0.2%    |
|              | 11.00       |   | 1     | 0.1%    |
|              | 15.00       |   | 2     | 0.1%    |
|              | 18.00       |   | 1     | 0.1%    |
|              | 20.00       |   | 3     | 0.2%    |
|              | 25.00       |   | 3     | 0.2%    |
|              | 28.00       |   | 1     | 0.1%    |
|              | 30.00       |   | 2     | 0.1%    |
|              | 33.00       |   | 1     | 0.1%    |
|              | 35.00       |   | 2     | 0.1%    |
|              | 50.00       |   | 3     | 0.2%    |
|              | 55.00       |   | 1     | 0.1%    |

# ECONEVAL\_ROR\_PCT\_CLND

|                |         | Value | Count | Percent |
|----------------|---------|-------|-------|---------|
|                | 70.00   |       | 1     | 0.1%    |
|                | 300.00  |       | 1     | 0.1%    |
|                | 1200.00 |       | 1     | 0.1%    |
| Missing Values | System  |       | 1571  | 97.9%   |

#### ECONEVAL\_ROR\_ACTUAL

|                        |                    | Value  | Count | Percent |
|------------------------|--------------------|--|-------|---------|
| Standard<br>Attributes | Position<br>Label  | 191 Actual annual rate of return so far compared to      |       |         |
|                        | Туре               | Numeric  |       |         |
|                        | Measurement        | Scale  |       |         |
| N                      | Valid              | 41   |       |         |
|                        | Missing            | 1563   |       |         |
| Central Tendency       | Mean               | 2.39   |       |         |
| and Dispersion         | Standard Deviation | .972   |       |         |
| Labeled Values         | 1                  | Getting a lot<br>higher<br>return than<br>expected       | 7     | 0.4%    |
|                        | 2                  | Getting<br>somewhat<br>higher<br>return than<br>expected | 17    | 1.1%    |
|                        | 3                  | Getting<br>about the<br>expected<br>return               | 12    | 0.7%    |
|                        | 4                  | Getting<br>somewhat<br>lower return<br>than<br>expected  | 4     | 0.2%    |
|                        | 5                  | Getting a lot<br>lower return<br>than<br>expected        | 1     | 0.1%    |
|                        | 94                 | Too Early to<br>Tell                                     | 4     | 0.2%    |
|                        | 98                 | Don't Know   | 1     | 0.1%    |

## WINTER\_NOPV\_BINNED

|                |             | Value   | Count | Percent |
|----------------|-------------|---|-------|---------|
| Standard       | Position    | 192   |       |         |
| Attributes     | Label       | How much do you spend (or if R has panels now, did you spend prior to getting panels) on electricity in a typical winter month? |       |         |
|                | Туре        | Numeric   |       |         |
|                | Measurement | Nominal   |       |         |
| Valid Values   | 1           | less than<br>\$25 per<br>month  | 7     | 0.4%    |
|                | 2           | \$25 - 49 per<br>month  | 31    | 1.9%    |
|                | 3           | \$50 - 74 per<br>month  | 117   | 7.3%    |
|                | 4           | \$75 - 99 per<br>month  | 141   | 8.8%    |
|                | 5           | \$100 - 149<br>per month  | 312   | 19.5%   |
|                | 6           | \$150 - 199<br>per month  | 294   | 18.3%   |
|                | 7           | \$200 - 249<br>per month  | 206   | 12.8%   |
|                | 8           | \$250 - 299<br>per month  | 126   | 7.9%    |
|                | 9           | \$300 - 349<br>per month  | 98    | 6.1%    |
|                | 10          | \$350 - 399<br>per month  | 47    | 2.9%    |
|                | 11          | over \$400<br>per month   | 92    | 5.7%    |
| Missing Values | 98          | I don't know  | 0     | 0.0%    |
|                | System      |   | 133   | 8.3%    |

## WINTER\_PV\_BINNED

|                |             | Value   | Count | Percent |
|----------------|-------------|---|-------|---------|
| Standard       | Position    | 193   |       |         |
| Attributes     | Label       | How much do you spend with solar panels on electricity in a typical winter month? |       |         |
|                | Туре        | Numeric   |       |         |
|                | Measurement | Nominal   |       |         |
| Valid Values   | 1           | less than<br>\$25 per<br>month  | 372   | 23.2%   |
|                | 2           | \$25 - 49 per<br>month  | 235   | 14.7%   |
|                | 3           | \$50 - 74 per<br>month  | 265   | 16.5%   |
|                | 4           | \$75 - 99 per<br>month  | 141   | 8.8%    |
|                | 5           | \$100 - 149<br>per month  | 235   | 14.7%   |
|                | 6           | \$150 - 199<br>per month  | 99    | 6.2%    |
|                | 7           | \$200 - 249<br>per month  | 42    | 2.6%    |
|                | 8           | \$250 - 299<br>per month  | 27    | 1.7%    |
|                | 9           | \$300 - 349<br>per month  | 15    | 0.9%    |
|                | 10          | \$350 - 399<br>per month  | 5     | 0.3%    |
|                | 11          | over \$400<br>per month   | 11    | 0.7%    |
| Missing Values | 98          | I don't know  | 0     | 0.0%    |
|                | System      |   | 157   | 9.8%    |

## SUMMER\_NOPV\_BINNED

|                        |                   | Value  | Count | Percent |
|------------------------|-------------------|--|-------|---------|
| Standard<br>Attributes | Position<br>Label | 194<br>How much  |       |         |
|                        | Labei             | do you<br>spend (or if<br>R has panels<br>now, did you<br>spend prior<br>to getting<br>panels) on<br>electricity in<br>a typical<br>summer<br>month? |       |         |
|                        | Туре              | Numeric  |       |         |
|                        | Measurement       | Nominal  |       |         |
| Valid Values           | 1                 | less than<br>\$25 per<br>month   | 9     | 0.6%    |
|                        | 2                 | \$25 - 49 per<br>month   | 14    | 0.9%    |
|                        | 3                 | \$50 - 74 per<br>month   | 71    | 4.4%    |
|                        | 4                 | \$75 - 99 per<br>month   | 78    | 4.9%    |
|                        | 5                 | \$100 - 149<br>per month   | 203   | 12.7%   |
|                        | 6                 | \$150 - 199<br>per month   | 213   | 13.3%   |
|                        | 7                 | \$200 - 249<br>per month   | 152   | 9.5%    |
|                        | 8                 | \$250 - 299<br>per month   | 169   | 10.5%   |
|                        | 9                 | \$300 - 349<br>per month   | 156   | 9.7%    |
|                        | 10                | \$350 - 399<br>per month   | 108   | 6.7%    |
|                        | 11                | over \$400<br>per month  | 285   | 17.8%   |
| Missing Values         | 98                | I don't know   | 0     | 0.0%    |
|                        | System            |  | 146   | 9.1%    |

## SUMMER\_PV\_BINNED

|                |             | Value  | Count | Percent |
|----------------|-------------|--|-------|---------|
| Standard       | Position    | 195  |       |         |
| Attributes     | Label       | How much<br>do you<br>spend with<br>solar panels<br>on electricity<br>in a typical<br>summer<br>month? |       |         |
|                | Туре        | Numeric  |       |         |
|                | Measurement | Nominal  |       |         |
| Valid Values   | 1           | less than<br>\$25 per<br>month   | 400   | 24.9%   |
|                | 2           | \$25 - 49 per<br>month   | 129   | 8.0%    |
|                | 3           | \$50 - 74 per<br>month   | 160   | 10.0%   |
|                | 4           | \$75 - 99 per<br>month   | 121   | 7.5%    |
|                | 5           | \$100 - 149<br>per month   | 200   | 12.5%   |
|                | 6           | \$150 - 199<br>per month   | 131   | 8.2%    |
|                | 7           | \$200 - 249<br>per month   | 93    | 5.8%    |
|                | 8           | \$250 - 299<br>per month   | 29    | 1.8%    |
|                | 9           | \$300 - 349<br>per month   | 21    | 1.3%    |
|                | 10          | \$350 - 399<br>per month   | 11    | 0.7%    |
|                | 11          | over \$400<br>per month  | 23    | 1.4%    |
| Missing Values | 98          | I don't know   | 0     | 0.0%    |
|                | System      |  | 286   | 17.8%   |

## PN1

|                  |                    | Value  | Count | Percent |
|------------------|--------------------|--|-------|---------|
| Standard         | Position           | 196  |       |         |
| Attributes       | Label              | I feel a<br>personal<br>obligation to<br>do my part<br>to move the<br>country to a<br>renewable<br>energy<br>future. |       |         |
|                  | Туре               | Numeric  |       |         |
|                  | Measurement        | Scale  |       |         |
| N                | Valid              | 1579   |       |         |
|                  | Missing            | 25   |       |         |
| Central Tendency | Mean               | 3.87   |       |         |
| and Dispersion   | Standard Deviation | 1.116  |       |         |
| Labeled Values   | 1                  | StronglyDisa<br>gree   | 92    | 5.7%    |
|                  | 2                  | Disagree   | 73    | 4.6%    |
|                  | 3                  | Neutral  | 331   | 20.6%   |
|                  | 4                  | Agree  | 540   | 33.7%   |
|                  | 5                  | StronglyAgre<br>e  | 543   | 33.9%   |
|                  | 98                 | Don't Know   | 16    | 1.0%    |

### PN2

|                  |                    | Value   | Count | Percent |
|------------------|--------------------|---|-------|---------|
| Standard         | Position           | 197   |       |         |
| Attributes       | Label              | I feel a personal obligation to do my part to prevent climate change. |       |         |
|                  | Туре               | Numeric   |       |         |
|                  | Measurement        | Scale   |       |         |
| N                | Valid              | 1564  |       |         |
|                  | Missing            | 40  |       |         |
| Central Tendency | Mean               | 3.73  |       |         |
| and Dispersion   | Standard Deviation | 1.212   |       |         |
| Labeled Values   | 1                  | StronglyDisa<br>gree  | 136   | 8.5%    |
|                  | 2                  | Disagree  | 82    | 5.1%    |
|                  | 3                  | Neutral   | 353   | 22.0%   |
|                  | 4                  | Agree   | 488   | 30.4%   |
|                  | 5                  | StronglyAgre<br>e   | 505   | 31.5%   |
|                  | 98                 | Don't Know  | 29    | 1.8%    |

# PN3

|                  |                    | Value                                    | Count | Percent |
|------------------|--------------------|--|-------|---------|
| Standard         | Position           | 198                                      |       |         |
| Attributes       | Label              | I feel guilty<br>when I waste<br>energy. |       |         |
|                  | Туре               | Numeric                                  |       |         |
|                  | Measurement        | Scale                                    |       |         |
| N                | Valid              | 1580                                     |       |         |
|                  | Missing            | 24                                       |       |         |
| Central Tendency | Mean               | 3.78                                     |       |         |
| and Dispersion   | Standard Deviation | 1.087                                    |       |         |
| Labeled Values   | 1                  | StronglyDisa<br>gree                     | 88    | 5.5%    |
|                  | 2                  | Disagree                                 | 106   | 6.6%    |
|                  | 3                  | Neutral                                  | 303   | 18.9%   |
|                  | 4                  | Agree                                    | 657   | 41.0%   |
|                  | 5                  | StronglyAgre<br>e                        | 426   | 26.6%   |
|                  | 98                 | Don't Know                               | 13    | 0.8%    |

|                  |                    | Value  | Count | Percent |
|------------------|--------------------|--|-------|---------|
| Standard         | Position           | 199  |       |         |
| Attributes       | Label              | Climate change is a serious problem for society. |       |         |
|                  | Туре               | Numeric  |       |         |
|                  | Measurement        | Scale  |       |         |
| N                | Valid              | 1548   |       |         |
|                  | Missing            | 56   |       |         |
| Central Tendency | Mean               | 3.86   |       |         |
| and Dispersion   | Standard Deviation | 1.295  |       |         |
| Labeled Values   | 1                  | StronglyDisa gree                                | 148   | 9.2%    |
|                  | 2                  | Disagree   | 91    | 5.7%    |
|                  | 3                  | Neutral  | 257   | 16.0%   |
|                  | 4                  | Agree  | 380   | 23.7%   |
|                  | 5                  | StronglyAgre<br>e                                | 672   | 41.9%   |
|                  | 98                 | Don't Know                                       | 46    | 2.9%    |

# BB1

|                  |                    | Value   | Count | Percent |
|------------------|--------------------|---|-------|---------|
| Standard         | Position           | 200   |       |         |
| Attributes       | Label              | If more<br>households<br>get solar<br>panels,<br>environment<br>al quality will<br>improve. |       |         |
|                  | Туре               | Numeric   |       |         |
|                  | Measurement        | Scale   |       |         |
| N                | Valid              | 1539  |       |         |
|                  | Missing            | 65  |       |         |
| Central Tendency | Mean               | 4.05  |       |         |
| and Dispersion   | Standard Deviation | .971  |       |         |
| Labeled Values   | 1                  | StronglyDisa<br>gree  | 53    | 3.3%    |
|                  | 2                  | Disagree  | 39    | 2.4%    |
|                  | 3                  | Neutral   | 254   | 15.8%   |
|                  | 4                  | Agree   | 625   | 39.0%   |
|                  | 5                  | StronglyAgre<br>e   | 568   | 35.4%   |
|                  | 98                 | Don't Know  | 54    | 3.4%    |

### BB2

|                  |                    | Value  | Count | Percent |
|------------------|--------------------|--|-------|---------|
| Standard         | Position           | 201  |       |         |
| Attributes       | Label              | Solar panels<br>help slow<br>down<br>climate |       |         |
|                  | Туре               | Numeric                                      |       |         |
|                  | Measurement        | Scale  |       |         |
| N                | Valid              | 1472   |       |         |
|                  | Missing            | 132  |       |         |
| Central Tendency | Mean               | 3.62   |       |         |
| and Dispersion   | Standard Deviation | 1.219  |       |         |
| Labeled Values   | 1                  | StronglyDisa gree                            | 139   | 8.7%    |
|                  | 2                  | Disagree                                     | 96    | 6.0%    |
|                  | 3                  | Neutral                                      | 356   | 22.2%   |
|                  | 4                  | Agree  | 475   | 29.6%   |
|                  | 5                  | StronglyAgre<br>e                            | 406   | 25.3%   |
|                  | 98                 | Don't Know                                   | 120   | 7.5%    |

# BB3

|                  |                    | Value   | Count | Percent |
|------------------|--------------------|---|-------|---------|
| Standard         | Position           | 202   |       |         |
| Attributes       | Label              | Having solar panels would be a good way to reduce my environment al impact. |       |         |
|                  | Туре               | Numeric   |       |         |
|                  | Measurement        | Scale   |       |         |
| N                | Valid              | 1572  |       |         |
|                  | Missing            | 32  |       |         |
| Central Tendency | Mean               | 4.15  |       |         |
| and Dispersion   | Standard Deviation | .966  |       |         |
| Labeled Values   | 1                  | StronglyDisa gree   | 58    | 3.6%    |
|                  | 2                  | Disagree  | 31    | 1.9%    |
|                  | 3                  | Neutral   | 192   | 12.0%   |
|                  | 4                  | Agree   | 627   | 39.1%   |
|                  | 5                  | StronglyAgre<br>e   | 664   | 41.4%   |
|                  | 98                 | Don't Know  | 22    | 1.4%    |

## BTE8

|                  |                    | Value   | Count | Percent |
|------------------|--------------------|---|-------|---------|
| Standard         | Position           | 203   |       |         |
| Attributes       | Label              | Using solar will help protect my family from rising electricity prices in the future. |       |         |
|                  | Туре               | Numeric   |       |         |
|                  | Measurement        | Scale   |       |         |
| N                | Valid              | 1561  |       |         |
|                  | Missing            | 43  |       |         |
| Central Tendency | Mean               | 4.40  |       |         |
| and Dispersion   | Standard Deviation | .790  |       |         |
| Labeled Values   | 1                  | StronglyDisa gree   | 20    | 1.2%    |
|                  | 2                  | Disagree  | 28    | 1.7%    |
|                  | 3                  | Neutral   | 96    | 6.0%    |
|                  | 4                  | Agree   | 587   | 36.6%   |
|                  | 5                  | StronglyAgre<br>e   | 830   | 51.7%   |
|                  | 98                 | Don't Know  | 34    | 2.1%    |

### BE13

|                  |                    | Value   | Count | Percent |
|------------------|--------------------|---|-------|---------|
| Standard         | Position           | 204   |       |         |
| Attributes       | Label              | Installing<br>solar<br>provides a<br>great return<br>on a family's<br>investment. |       |         |
|                  | Туре               | Numeric   |       |         |
|                  | Measurement        | Scale   |       |         |
| N                | Valid              | 1490  |       |         |
|                  | Missing            | 114   |       |         |
| Central Tendency | Mean               | 3.92  |       |         |
| and Dispersion   | Standard Deviation | .933  |       |         |
| Labeled Values   | 1                  | StronglyDisa<br>gree  | 29    | 1.8%    |
|                  | 2                  | Disagree  | 49    | 3.1%    |
|                  | 3                  | Neutral   | 387   | 24.1%   |
|                  | 4                  | Agree   | 565   | 35.2%   |
|                  | 5                  | StronglyAgre<br>e   | 460   | 28.7%   |
|                  | 98                 | Don't Know  | 102   | 6.4%    |

# BE10

|                  |                    | Value                                  | Count | Percent |
|------------------|--------------------|--|-------|---------|
| Standard         | Position           | 205                                    |       |         |
| Attributes       | Label              | Using solar<br>would save<br>me money. |       |         |
|                  | Туре               | Numeric                                |       |         |
|                  | Measurement        | Scale                                  |       |         |
| N                | Valid              | 1570                                   |       |         |
|                  | Missing            | 34                                     |       |         |
| Central Tendency | Mean               | 4.41                                   |       |         |
| and Dispersion   | Standard Deviation | .820                                   |       |         |
| Labeled Values   | 1                  | StronglyDisa<br>gree                   | 27    | 1.7%    |
|                  | 2                  | Disagree                               | 21    | 1.3%    |
|                  | 3                  | Neutral                                | 112   | 7.0%    |
|                  | 4                  | Agree                                  | 528   | 32.9%   |
|                  | 5                  | StronglyAgre<br>e                      | 882   | 55.0%   |
|                  | 98                 | Don't Know                             | 24    | 1.5%    |

### Co3

|                  |                    | Value   | Count | Percent |
|------------------|--------------------|---|-------|---------|
| Standard         | Position           | 206   |       |         |
| Attributes       | Label              | Having solar<br>panels on<br>my home<br>would help<br>meet my<br>family's |       |         |
|                  | Туре               | Numeric   |       |         |
|                  | Measurement        | Scale   |       |         |
| N                | Valid              | 1565  |       |         |
|                  | Missing            | 39  |       |         |
| Central Tendency | Mean               | 4.15  |       |         |
| and Dispersion   | Standard Deviation | .865  |       |         |
| Labeled Values   | 1                  | StronglyDisa<br>gree  | 29    | 1.8%    |
|                  | 2                  | Disagree  | 27    | 1.7%    |
|                  | 3                  | Neutral   | 232   | 14.5%   |
|                  | 4                  | Agree   | 674   | 42.0%   |
|                  | 5                  | StronglyAgre<br>e   | 603   | 37.6%   |
|                  | 98                 | Don't Know  | 29    | 1.8%    |

# VB1

|                  |                    | Value  | Count | Percent |
|------------------|--------------------|--|-------|---------|
| Standard         | Position           | 207  |       |         |
| Attributes       | Label              | Protecting<br>the<br>environment<br>, preserving<br>nature |       |         |
|                  | Туре               | Numeric  |       |         |
|                  | Measurement        | Scale  |       |         |
| N                | Valid              | 1569   |       |         |
|                  | Missing            | 35   |       |         |
| Central Tendency | Mean               | 3.92   |       |         |
| and Dispersion   | Standard Deviation | 1.026  |       |         |
| Labeled Values   | 0                  | OPPOSED TO MY VALUES                                       | 6     | 0.4%    |
|                  | 1                  | Not at allImportant  | 31    | 1.9%    |

## VB1

|   | Value               | Count | Percent |
|---|---------------------|-------|---------|
| 2 | Slightlylmpo rtant  | 110   | 6.9%    |
| 3 | SomewhatIm portant  | 319   | 19.9%   |
| 4 | VeryImporta<br>nt   | 575   | 35.8%   |
| 5 | ExtremelyIm portant | 528   | 32.9%   |

# VB2

|                        |                    | Value   | Count | Percent |
|------------------------|--------------------|---|-------|---------|
| Standard<br>Attributes | Position           | 208   |       |         |
|                        | Label              | Respecting<br>the earth,<br>harmony<br>with other |       |         |
|                        | Туре               | Numeric   |       |         |
|                        | Measurement        | Scale   |       |         |
| N                      | Valid              | 1568  |       |         |
|                        | Missing            | 36  |       |         |
| Central Tendency       | Mean               | 3.75  |       |         |
| and Dispersion         | Standard Deviation | 1.116   |       |         |
| Labeled Values         | 0                  | OPPOSED TO MY VALUES                              | 10    | 0.6%    |
|                        | 1                  | Not at allimportant                               | 53    | 3.3%    |
|                        | 2                  | SlightlyImpo<br>rtant                             | 151   | 9.4%    |
|                        | 3                  | SomewhatIm portant                                | 354   | 22.1%   |
|                        | 4                  | VeryImporta<br>nt                                 | 542   | 33.8%   |
|                        | 5                  | ExtremelyIm portant                               | 458   | 28.6%   |

|                  |                    | Value                           | Count | Percent |
|------------------|--------------------|---------------------------------|-------|---------|
| Standard         | Position           | 209                             |       |         |
| Attributes       | Label              | Unity with nature, fitting into |       |         |
|                  | Туре               | Numeric                         |       |         |
|                  | Measurement        | Scale                           |       |         |
| N                | Valid              | 1560                            |       |         |
|                  | Missing            | 44                              |       |         |
| Central Tendency | Mean               | 3.38                            |       |         |
| and Dispersion   | Standard Deviation | 1.201                           |       |         |
| Labeled Values   | 0                  | OPPOSED TO MY VALUES            | 10    | 0.6%    |
|                  | 1                  | Not at allImportant             | 122   | 7.6%    |
|                  | 2                  | Slightlylmpo<br>rtant           | 210   | 13.1%   |
|                  | 3                  | SomewhatIm portant              | 453   | 28.2%   |
|                  | 4                  | VeryImporta<br>nt               | 459   | 28.6%   |
|                  | 5                  | ExtremelyIm portant             | 306   | 19.1%   |

|                  |                    | Value                                      | Count | Percent |
|------------------|--------------------|--|-------|---------|
| Standard         | Position           | 210  |       |         |
| Attributes       | Label              | A world at peace, free of war and conflict |       |         |
|                  | Туре               | Numeric                                    |       |         |
|                  | Measurement        | Scale                                      |       |         |
| N                | Valid              | 1559                                       |       |         |
|                  | Missing            | 45   |       |         |
| Central Tendency | Mean               | 4.02                                       |       |         |
| and Dispersion   | Standard Deviation | 1.092                                      |       |         |
| Labeled Values   | 0                  | OPPOSED TO MY VALUES                       | 14    | 0.9%    |
|                  | 1                  | Not at allImportant                        | 43    | 2.7%    |
|                  | 2                  | Slightlylmpo<br>rtant                      | 83    | 5.2%    |
|                  | 3                  | SomewhatIm portant                         | 267   | 16.6%   |
|                  | 4                  | VeryImporta<br>nt                          | 504   | 31.4%   |
|                  | 5                  | ExtremelyIm portant                        | 648   | 40.4%   |

|                  |                    | Value  | Count | Percent |
|------------------|--------------------|--|-------|---------|
| Standard         | Position           | 211  |       |         |
| Attributes       | Label              | Social justice, correcting injustice, care for the |       |         |
|                  | Туре               | Numeric  |       |         |
|                  | Measurement        | Scale  |       |         |
| N                | Valid              | 1563   |       |         |
|                  | Missing            | 41   |       |         |
| Central Tendency | Mean               | 3.65   |       |         |
| and Dispersion   | Standard Deviation | 1.113  |       |         |
| Labeled Values   | 0                  | OPPOSED TO MY VALUES                               | 8     | 0.5%    |
|                  | 1                  | Not at allImportant                                | 66    | 4.1%    |
|                  | 2                  | Slightlylmpo<br>rtant                              | 155   | 9.7%    |
|                  | 3                  | SomewhatIm portant                                 | 395   | 24.6%   |
|                  | 4                  | VeryImporta<br>nt                                  | 551   | 34.4%   |
|                  | 5                  | ExtremelyIm portant                                | 388   | 24.2%   |

|                  |                    | Value  | Count | Percent |
|------------------|--------------------|--|-------|---------|
| Standard         | Position           | 212  |       |         |
| Attributes       | Label              | Equality,<br>equal<br>opportunity<br>for all |       |         |
|                  | Туре               | Numeric                                      |       |         |
|                  | Measurement        | Scale  |       |         |
| N                | Valid              | 1562   |       |         |
|                  | Missing            | 42   |       |         |
| Central Tendency | Mean               | 3.88   |       |         |
| and Dispersion   | Standard Deviation | 1.110  |       |         |
| Labeled Values   | 0                  | OPPOSED TO MY VALUES                         | 14    | 0.9%    |
|                  | 1                  | Not at allImportant                          | 54    | 3.4%    |
|                  | 2                  | Slightlylmpo<br>rtant                        | 104   | 6.5%    |
|                  | 3                  | SomewhatIm portant                           | 287   | 17.9%   |
|                  | 4                  | VeryImporta<br>nt                            | 571   | 35.6%   |
|                  | 5                  | ExtremelyIm portant                          | 532   | 33.2%   |

|                  |                    | Value  | Count | Percent |
|------------------|--------------------|--|-------|---------|
| Standard         | Position           | 213  |       |         |
| Attributes       | Label              | Honoring<br>parents and<br>elders,<br>showing<br>respect |       |         |
|                  | Туре               | Numeric  |       |         |
|                  | Measurement        | Scale  |       |         |
| N                | Valid              | 1562   |       |         |
|                  | Missing            | 42   |       |         |
| Central Tendency | Mean               | 4.26   |       |         |
| and Dispersion   | Standard Deviation | .900   |       |         |
| Labeled Values   | 0                  | OPPOSED TO MY VALUES                                     | 5     | 0.3%    |
|                  | 1                  | Not at allImportant                                      | 15    | 0.9%    |
|                  | 2                  | Slightlylmpo<br>rtant                                    | 47    | 2.9%    |
|                  | 3                  | SomewhatIm portant                                       | 202   | 12.6%   |
|                  | 4                  | VeryImporta<br>nt  | 533   | 33.2%   |
|                  | 5                  | ExtremelyIm portant                                      | 760   | 47.4%   |

VT2

|                  |                    | Value   | Count | Percent |
|------------------|--------------------|---|-------|---------|
| Standard         | Position           | 214   |       |         |
| Attributes       | Label              | Family<br>security,<br>safety for<br>loved ones |       |         |
|                  | Туре               | Numeric   |       |         |
|                  | Measurement        | Scale   |       |         |
| N                | Valid              | 1566  |       |         |
|                  | Missing            | 38  |       |         |
| Central Tendency | Mean               | 4.52  |       |         |
| and Dispersion   | Standard Deviation | .789  |       |         |
| Labeled Values   | 0                  | OPPOSED TO MY VALUES                            | 12    | 0.7%    |
|                  | 1                  | Not at allImportant                             | 5     | 0.3%    |
|                  | 2                  | Slightlylmpo<br>rtant                           | 17    | 1.1%    |
|                  | 3                  | SomewhatIm portant                              | 91    | 5.7%    |
|                  | 4                  | VeryImporta<br>nt                               | 434   | 27.1%   |
|                  | 5                  | ExtremelyIm portant                             | 1007  | 62.8%   |

|                        |                    | Value   | Count | Percent |
|------------------------|--------------------|---|-------|---------|
| Standard<br>Attributes | Position<br>Label  | 215 Self- discipline, self- restraint, resistance to temptation |       |         |
|                        | Туре               | Numeric   |       |         |
|                        | Measurement        | Scale   |       |         |
| N                      | Valid              | 1562  |       |         |
|                        | Missing            | 42  |       |         |
| Central Tendency       | Mean               | 3.67  |       |         |
| and Dispersion         | Standard Deviation | 1.013   |       |         |
| Labeled Values         | 0                  | OPPOSED TO MY VALUES  | 4     | 0.2%    |
|                        | 1                  | Not at allImportant   | 48    | 3.0%    |
|                        | 2                  | Slightlylmpo<br>rtant   | 117   | 7.3%    |
|                        | 3                  | SomewhatIm portant  | 459   | 28.6%   |
|                        | 4                  | VeryImporta<br>nt   | 590   | 36.8%   |
|                        | 5                  | ExtremelyIm portant   | 344   | 21.4%   |

|                  |                    | Value                                 | Count | Percent |
|------------------|--------------------|---------------------------------------|-------|---------|
| Standard         | Position           | 216                                   |       |         |
| Attributes       | Label              | Authority,<br>the right to<br>lead or |       |         |
|                  | Туре               | Numeric                               |       |         |
|                  | Measurement        | Scale                                 |       |         |
| N                | Valid              | 1558                                  |       |         |
|                  | Missing            | 46                                    |       |         |
| Central Tendency | Mean               | 2.77                                  |       |         |
| and Dispersion   | Standard Deviation | 1.199                                 |       |         |
| Labeled Values   | 0                  | OPPOSED TO MY VALUES                  | 13    | 0.8%    |
|                  | 1                  | Not at allImportant                   | 286   | 17.8%   |
|                  | 2                  | Slightlylmpo<br>rtant                 | 292   | 18.2%   |
|                  | 3                  | SomewhatIm portant                    | 541   | 33.7%   |
|                  | 4                  | VeryImporta<br>nt                     | 311   | 19.4%   |
|                  | 5                  | ExtremelyIm portant                   | 115   | 7.2%    |

## VE2

|                  |                    | Value  | Count | Percent |
|------------------|--------------------|--|-------|---------|
| Standard         | Position           | 217  |       |         |
| Attributes       | Label              | Influential,<br>having an<br>impact on<br>people and<br>events |       |         |
|                  | Туре               | Numeric  |       |         |
|                  | Measurement        | Scale  |       |         |
| N                | Valid              | 1561   |       |         |
|                  | Missing            | 43   |       |         |
| Central Tendency | Mean               | 3.10   |       |         |
| and Dispersion   | Standard Deviation | 1.162  |       |         |
| Labeled Values   | 0                  | OPPOSED TO MY VALUES   | 4     | 0.2%    |
|                  | 1                  | Not at allImportant  | 168   | 10.5%   |
|                  | 2                  | Slightlylmpo<br>rtant  | 271   | 16.9%   |
|                  | 3                  | SomewhatIm portant   | 521   | 32.5%   |
|                  | 4                  | Verylmporta<br>nt  | 415   | 25.9%   |
|                  | 5                  | ExtremelyIm portant  | 182   | 11.3%   |

## VE4

|                  |                    | Value  | Count | Percent |
|------------------|--------------------|--|-------|---------|
| Standard         | Position           | 218  |       |         |
| Attributes       | Label              | Wealth,<br>material<br>possessions,<br>money |       |         |
|                  | Туре               | Numeric                                      |       |         |
|                  | Measurement        | Scale  |       |         |
| N                | Valid              | 1557   |       |         |
|                  | Missing            | 47   |       |         |
| Central Tendency | Mean               | 2.79   |       |         |
| and Dispersion   | Standard Deviation | 1.030  |       |         |
| Labeled Values   | 0                  | OPPOSED TO MY VALUES                         | 12    | 0.7%    |
|                  | 1                  | Not at allImportant                          | 176   | 11.0%   |
|                  | 2                  | Slightlylmpo<br>rtant                        | 350   | 21.8%   |
|                  | 3                  | SomewhatIm portant                           | 691   | 43.1%   |
|                  | 4                  | VeryImporta<br>nt                            | 251   | 15.6%   |
|                  | 5                  | ExtremelyIm portant                          | 77    | 4.8%    |

|                        |                    | Value   | Count | Percent |
|------------------------|--------------------|---|-------|---------|
| Standard<br>Attributes | Position           | 219   |       |         |
| Authores               | Label              | A varied life,<br>filled with<br>challenge,<br>novelty, and<br>change |       |         |
|                        | Туре               | Numeric   |       |         |
|                        | Measurement        | Scale   |       |         |
| N                      | Valid              | 1564  |       |         |
|                        | Missing            | 40  |       |         |
| Central Tendency       | Mean               | 3.49  |       |         |
| and Dispersion         | Standard Deviation | 1.057   |       |         |
| Labeled Values         | 0                  | OPPOSED TO MY VALUES  | 2     | 0.1%    |
|                        | 1                  | Not at allImportant   | 73    | 4.6%    |
|                        | 2                  | Slightlylmpo<br>rtant   | 174   | 10.8%   |
|                        | 3                  | SomewhatIm portant  | 502   | 31.3%   |
|                        | 4                  | VeryImporta<br>nt   | 541   | 33.7%   |
|                        | 5                  | ExtremelyIm portant   | 272   | 17.0%   |

|                  |                    | Value                                     | Count | Percent |
|------------------|--------------------|---|-------|---------|
| Standard         | Position           | 220                                       |       |         |
| Attributes       | Label              | An exciting life, stimulating experiences |       |         |
|                  | Туре               | Numeric                                   |       |         |
|                  | Measurement        | Scale                                     |       |         |
| N                | Valid              | 1560                                      |       |         |
|                  | Missing            | 44  |       |         |
| Central Tendency | Mean               | 3.48                                      |       |         |
| and Dispersion   | Standard Deviation | 1.065                                     |       |         |
| Labeled Values   | 0                  | OPPOSED TO MY VALUES                      | 7     | 0.4%    |
|                  | 1                  | Not at allImportant                       | 68    | 4.2%    |
|                  | 2                  | Slightlylmpo<br>rtant                     | 177   | 11.0%   |
|                  | 3                  | SomewhatIm portant                        | 496   | 30.9%   |
|                  | 4                  | VeryImporta<br>nt                         | 545   | 34.0%   |
|                  | 5                  | ExtremelyIm portant                       | 267   | 16.6%   |

## VO3

|                  |                    | Value   | Count | Percent |
|------------------|--------------------|---|-------|---------|
| Standard         | Position           | 221   |       |         |
| Attributes       | Label              | Curious,<br>interested in<br>everything,<br>exploring |       |         |
|                  | Туре               | Numeric   |       |         |
|                  | Measurement        | Scale   |       |         |
| N                | Valid              | 1560  |       |         |
|                  | Missing            | 44  |       |         |
| Central Tendency | Mean               | 3.60  |       |         |
| and Dispersion   | Standard Deviation | 1.044   |       |         |
| Labeled Values   | 0                  | OPPOSED TO MY VALUES                                  | 6     | 0.4%    |
|                  | 1                  | Not at allImportant                                   | 49    | 3.1%    |
|                  | 2                  | Slightlylmpo<br>rtant                                 | 155   | 9.7%    |
|                  | 3                  | SomewhatIm portant                                    | 466   | 29.1%   |
|                  | 4                  | VeryImporta<br>nt                                     | 560   | 34.9%   |
|                  | 5                  | Extremelylm portant                                   | 324   | 20.2%   |

### RISK\_AVERSION\_CLND

|                  |                    | Value  |
|------------------|--------------------|--|
| Standard         | Position           | 222  |
| Attributes       | Label              | How much R<br>would pay<br>for a 1 in 5<br>chance at a<br>\$5,000<br>lottery |
|                  | Туре               | Numeric  |
|                  | Measurement        | Scale  |
| N                | Valid              | 1531   |
|                  | Missing            | 73   |
| Central Tendency | Mean               | 105.8605   |
| and Dispersion   | Standard Deviation | 238.91474  |

## DISCOUNTING\_CLND

|                  |                    | Value   |
|------------------|--------------------|---|
| Standard         | Position           | 223   |
| Attributes       | Label              | How much R<br>would accept<br>in 1 year to<br>pass up a<br>\$5,000 cash<br>payment<br>today |
|                  | Туре               | Numeric   |
|                  | Measurement        | Scale   |
| N                | Valid              | 1474  |
|                  | Missing            | 130   |
| Central Tendency | Mean               | 6.7843E+57  |
| and Dispersion   | Standard Deviation | 2.605E+59   |

# CIJM1

|                  |                    | Value   | Count | Percent |
|------------------|--------------------|---|-------|---------|
| Standard         | Position           | 224   |       |         |
| Attributes       | Label              | Before<br>buying a<br>new brand, I<br>usually ask<br>someone<br>who has<br>experience<br>with the<br>brand for<br>advice. |       |         |
|                  | Туре               | Numeric   |       |         |
|                  | Measurement        | Scale   |       |         |
| N                | Valid              | 1570  |       |         |
|                  | Missing            | 34  |       |         |
| Central Tendency | Mean               | 3.23  |       |         |
| and Dispersion   | Standard Deviation | .962  |       |         |
| Labeled Values   | 1                  | Not at all<br>Like Me   | 85    | 5.3%    |
|                  | 2                  | Not much<br>Like Me   | 203   | 12.7%   |
|                  | 3                  | SomewhatLik<br>e Me   | 671   | 41.8%   |
|                  | 4                  | Quite a lotLike Me  | 483   | 30.1%   |
|                  | 5                  | JustLike Me   | 128   | 8.0%    |

## CIJM2

|                  |                    | Value   | Count | Percent |
|------------------|--------------------|---|-------|---------|
| Standard         | Position           | 225   |       |         |
| Attributes       | Label              | Before I buy<br>a new<br>product or<br>service, I<br>often ask<br>acquaintance<br>s about their<br>experiences<br>with that<br>product or<br>service. |       |         |
|                  | Туре               | Numeric   |       |         |
|                  | Measurement        | Scale   |       |         |
| N                | Valid              | 1572  |       |         |
|                  | Missing            | 32  |       |         |
| Central Tendency | Mean               | 3.23  |       |         |
| and Dispersion   | Standard Deviation | .964  |       |         |
| Labeled Values   | 1                  | Not at all<br>Like Me   | 84    | 5.2%    |
|                  | 2                  | Not much<br>Like Me   | 211   | 13.2%   |
|                  | 3                  | SomewhatLik e Me  | 656   | 40.9%   |
|                  | 4                  | Quite a lotLike Me  | 495   | 30.9%   |
|                  | 5                  | JustLike Me   | 126   | 7.9%    |

## CIJM3

|                  |                    | Value  | Count | Percent |
|------------------|--------------------|--|-------|---------|
| Standard         | Position           | 226  |       |         |
| Attributes       | Label              | When considering a new product [OR] service, I usually trust the opinions of friends who have used the product [OR] service. Numeric |       |         |
|                  | Measurement        | Scale  |       |         |
| N                | Valid              | 1572   |       |         |
|                  | Missing            | 32   |       |         |
| Central Tendency | Mean               | 3.32   |       |         |
| and Dispersion   | Standard Deviation | .869   |       |         |
| Labeled Values   | 1                  | Not at all<br>Like Me  | 58    | 3.6%    |
|                  | 2                  | Not much<br>Like Me  | 145   | 9.0%    |
|                  | 3                  | SomewhatLik e Me   | 715   | 44.6%   |
|                  | 4                  | Quite a lotLike Me   | 550   | 34.3%   |
|                  | 5                  | JustLike Me  | 104   | 6.5%    |

### CNS1

|                        |                    | Value   | Count | Percent |
|------------------------|--------------------|---|-------|---------|
| Standard<br>Attributes | Position           | 227   |       |         |
|                        | Label              | I<br>continuously<br>look for new<br>products |       |         |
|                        | Туре               | Numeric                                       |       |         |
|                        | Measurement        | Scale   |       |         |
| N                      | Valid              | 1569  |       |         |
|                        | Missing            | 35  |       |         |
| Central Tendency       | Mean               | 2.68  |       |         |
| and Dispersion         | Standard Deviation | 1.026   |       |         |
| Labeled Values         | 1                  | Not at all<br>Like Me                         | 207   | 12.9%   |
|                        | 2                  | Not much<br>Like Me                           | 477   | 29.7%   |
|                        | 3                  | SomewhatLik e Me                              | 566   | 35.3%   |
|                        | 4                  | Quite a<br>lotLike Me                         | 255   | 15.9%   |
|                        | 5                  | JustLike Me                                   | 64    | 4.0%    |

### CNS<sub>2</sub>

|                  |                    | Value  | Count | Percent |
|------------------|--------------------|--|-------|---------|
| Standard         | Position           | 228  |       |         |
| Attributes       | Label              | I<br>continuously<br>look for new<br>experiences<br>from new |       |         |
|                  | Туре               | Numeric  |       |         |
|                  | Measurement        | Scale  |       |         |
| N                | Valid              | 1570   |       |         |
|                  | Missing            | 34   |       |         |
| Central Tendency | Mean               | 2.70   |       |         |
| and Dispersion   | Standard Deviation | .994   |       |         |
| Labeled Values   | 1                  | Not at all<br>Like Me  | 178   | 11.1%   |
|                  | 2                  | Not much<br>Like Me  | 487   | 30.4%   |
|                  | 3                  | SomewhatLik e Me   | 585   | 36.5%   |
|                  | 4                  | Quite a<br>lotLike Me  | 263   | 16.4%   |
|                  | 5                  | JustLike Me  | 57    | 3.6%    |

### CNS4

|                        |                    | Value  | Count | Percent |
|------------------------|--------------------|--|-------|---------|
| Standard<br>Attributes | Position<br>Label  | I like to visit places where I'm exposed to information about new products and brands. |       |         |
|                        | Туре               | Numeric  |       |         |
|                        | Measurement        | Scale  |       |         |
| N                      | Valid              | 1572   |       |         |
|                        | Missing            | 32   |       |         |
| Central Tendency       | Mean               | 2.88   |       |         |
| and Dispersion         | Standard Deviation | 1.046  |       |         |
| Labeled Values         | 1                  | Not at all<br>Like Me  | 168   | 10.5%   |
|                        | 2                  | Not much<br>Like Me  | 371   | 23.1%   |
|                        | 3                  | SomewhatLik<br>e Me  | 608   | 37.9%   |
|                        | 4                  | Quite a lotLike Me   | 334   | 20.8%   |
|                        | 5                  | JustLike Me  | 91    | 5.7%    |

### HOME\_MOVED\_SINCE2009

|                |             | Value   | Count | Percent |
|----------------|-------------|---|-------|---------|
| Standard       | Position    | 230   |       |         |
| Attributes     | Label       | R reports<br>having<br>moved into<br>their house<br>2009 or later |       |         |
|                | Туре        | Numeric   |       |         |
|                | Measurement | Nominal   |       |         |
| Valid Values   | 0           | False   | 1255  | 78.2%   |
|                | 1           | True  | 318   | 19.8%   |
| Missing Values | System      |   | 31    | 1.9%    |

## SQFT\_BINNED

|                |             | Value                                 | Count | Percent |
|----------------|-------------|---------------------------------------|-------|---------|
| Standard       | Position    | 231                                   |       |         |
| Attributes     | Label       | Home Living<br>Space<br>(Square Feet) |       |         |
|                | Туре        | Numeric                               |       |         |
|                | Measurement | Nominal                               |       |         |
| Valid Values   | 1           | 1500 or less                          | 264   | 16.5%   |
|                | 2           | 1501-2000                             | 537   | 33.5%   |
|                | 3           | 2001-2500                             | 324   | 20.2%   |
|                | 4           | more than<br>2500                     | 299   | 18.6%   |
| Missing Values | System      |                                       | 180   | 11.2%   |

### EE1

|                  |                    | Value  | Count | Percent |
|------------------|--------------------|--|-------|---------|
| Standard         | Position           | 232  |       |         |
| Attributes       | Label              | Past Energy<br>Improvemen<br>ts - Efficient<br>furnace,<br>A\C, or<br>water heater |       |         |
|                  | Туре               | Numeric  |       |         |
|                  | Measurement        | Scale  |       |         |
| N                | Valid              | 1591   |       |         |
|                  | Missing            | 13   |       |         |
| Central Tendency | Mean               | .67  |       |         |
| and Dispersion   | Standard Deviation | .470   |       |         |
| Labeled Values   | 1                  | Yes  | 1067  | 66.5%   |

### EE2

|                  |                    | Value   | Count | Percent |
|------------------|--------------------|---|-------|---------|
| Standard         | Position           | 233   |       |         |
| Attributes       | Label              | Past Energy<br>Improvemen<br>ts - Efficient<br>appliance(s) |       |         |
|                  | Туре               | Numeric   |       |         |
|                  | Measurement        | Scale   |       |         |
| N                | Valid              | 1591  |       |         |
|                  | Missing            | 13  |       |         |
| Central Tendency | Mean               | .76   |       |         |
| and Dispersion   | Standard Deviation | .425  |       |         |
| Labeled Values   | 1                  | Yes   | 1214  | 75.7%   |

#### EE3

|                  |                    | Value   | Count | Percent |
|------------------|--------------------|---|-------|---------|
| Standard         | Position           | 234   |       |         |
| Attributes       | Label              | Past Energy<br>Improvemen<br>ts - Efficient<br>lighting |       |         |
|                  | Туре               | Numeric   |       |         |
|                  | Measurement        | Scale   |       |         |
| N                | Valid              | 1591  |       |         |
|                  | Missing            | 13  |       |         |
| Central Tendency | Mean               | .75   |       |         |
| and Dispersion   | Standard Deviation | .436  |       |         |
| Labeled Values   | 1                  | Yes   | 1186  | 73.9%   |

### EE4

|                  |                    | Value  | Count | Percent |
|------------------|--------------------|--|-------|---------|
| Standard         | Position           | 235  |       |         |
| Attributes       | Label              | Past Energy<br>Improvemen<br>ts - Efficient<br>windows |       |         |
|                  | Туре               | Numeric  |       |         |
|                  | Measurement        | Scale  |       |         |
| N                | Valid              | 1591   |       |         |
|                  | Missing            | 13   |       |         |
| Central Tendency | Mean               | .60  |       |         |
| and Dispersion   | Standard Deviation | .491   |       |         |
| Labeled Values   | 1                  | Yes  | 949   | 59.2%   |

### EE5

|                  |                    | Value   | Count | Percent |
|------------------|--------------------|---|-------|---------|
| Standard         | Position           | 236   |       |         |
| Attributes       | Label              | Past Energy<br>Improvemen<br>ts - Added<br>insulation |       |         |
|                  | Туре               | Numeric   |       |         |
|                  | Measurement        | Scale   |       |         |
| N                | Valid              | 1591  |       |         |
|                  | Missing            | 13  |       |         |
| Central Tendency | Mean               | .42   |       |         |
| and Dispersion   | Standard Deviation | .494  |       |         |
| Labeled Values   | 1                  | Yes   | 669   | 41.7%   |

#### EE6

|                  |                    | Value   | Count | Percent |
|------------------|--------------------|---|-------|---------|
| Standard         | Position           | 237   |       |         |
| Attributes       | Label              | Past Energy<br>Improvemen<br>ts -<br>Weatherized<br>or air-sealed<br>home |       |         |
|                  | Туре               | Numeric   |       |         |
|                  | Measurement        | Scale   |       |         |
| N                | Valid              | 1591  |       |         |
|                  | Missing            | 13  |       |         |
| Central Tendency | Mean               | .27   |       |         |
| and Dispersion   | Standard Deviation | .443  |       |         |
| Labeled Values   | 1                  | Yes   | 426   | 26.6%   |

### EE7

|                  |                    | Value   | Count | Percent |
|------------------|--------------------|---|-------|---------|
| Standard         | Position           | 238   |       |         |
| Attributes       | Label              | Past Energy<br>Improvemen<br>ts - Sealed<br>or insulated<br>ducts |       |         |
|                  | Туре               | Numeric   |       |         |
|                  | Measurement        | Scale   |       |         |
| N                | Valid              | 1591  |       |         |
|                  | Missing            | 13  |       |         |
| Central Tendency | Mean               | .26   |       |         |
| and Dispersion   | Standard Deviation | .438  |       |         |
| Labeled Values   | 1                  | Yes   | 411   | 25.6%   |

### EE8

|                  |                    | Value  | Count | Percent |
|------------------|--------------------|--|-------|---------|
| Standard         | Position           | 239  |       |         |
| Attributes       | Label              | Past Energy<br>Improvemen<br>ts - None of<br>these |       |         |
|                  | Туре               | Numeric  |       |         |
|                  | Measurement        | Scale  |       |         |
| N                | Valid              | 1591   |       |         |
|                  | Missing            | 13   |       |         |
| Central Tendency | Mean               | .07  |       |         |
| and Dispersion   | Standard Deviation | .254   |       |         |
| Labeled Values   | 1                  | Yes  | 110   | 6.9%    |

# HMYRS\_1

|                  |                    | Value   | Count | Percent |
|------------------|--------------------|---|-------|---------|
| Standard         | Position           | 240   |       |         |
| Attributes       | Label              | How many<br>more years R<br>plans to stay<br>in house<br>SELECT |       |         |
|                  | Туре               | Numeric   |       |         |
|                  | Measurement        | Scale   |       |         |
| N                | Valid              | 1275  |       |         |
|                  | Missing            | 329   |       |         |
| Central Tendency | Mean               | 2.61  |       |         |
| and Dispersion   | Standard Deviation | .529  |       |         |
| Labeled Values   | 1                  | Less than a year  | 27    | 1.7%    |
|                  | 2                  | Specify<br>number of<br>years:                                  | 438   | 27.3%   |
|                  | 3                  | For the rest of your life                                       | 810   | 50.5%   |
|                  | 98                 | Don't know  | 321   | 20.0%   |

## HMYRS\_1\_CLEANED

|                  |                    | Value   |
|------------------|--------------------|---|
| Standard         | Position           | 241   |
| Attributes       | Label              | How many<br>more years R<br>plans to stay<br>in house<br>TEXT |
|                  | Туре               | Numeric   |
|                  | Measurement        | Scale   |
| N                | Valid              | 435   |
|                  | Missing            | 1169  |
| Central Tendency | Mean               | 10.0368   |
| and Dispersion   | Standard Deviation | 5.91236   |

# HAS\_POOL

|                  |                    | Value                   | Count | Percent |
|------------------|--------------------|-------------------------|-------|---------|
| Standard         | Position           | 242                     |       |         |
| Attributes       | Label              | Has<br>Swimming<br>pool |       |         |
|                  | Туре               | Numeric                 |       |         |
|                  | Measurement        | Scale                   |       |         |
| N                | Valid              | 1559                    |       |         |
|                  | Missing            | 45                      |       |         |
| Central Tendency | Mean               | .35                     |       |         |
| and Dispersion   | Standard Deviation | .476                    |       |         |
| Labeled Values   | 1                  | Yes                     | 540   | 33.7%   |

# HAS\_AC

|                  |                    | Value                   | Count | Percent |
|------------------|--------------------|-------------------------|-------|---------|
| Standard         | Position           | 243                     |       |         |
| Attributes       | Label              | Has Air<br>conditioning |       |         |
|                  | Туре               | Numeric                 |       |         |
|                  | Measurement        | Scale                   |       |         |
| N                | Valid              | 1567                    |       |         |
|                  | Missing            | 37                      |       |         |
| Central Tendency | Mean               | .87                     |       |         |
| and Dispersion   | Standard Deviation | .336                    |       |         |
| Labeled Values   | 1                  | Yes                     | 1364  | 85.0%   |

### STANCE

|                  |                    | Value  | Count | Percent |
|------------------|--------------------|--|-------|---------|
| Standard         | Position           | 244  |       |         |
| Attributes       | Label              | When it comes to politics, do you usually think of yourself as liberal, moderate, conservative, or something else? |       |         |
|                  | Туре               | Numeric  |       |         |
|                  | Measurement        | Scale  |       |         |
| N                | Valid              | 1356   |       |         |
|                  | Missing            | 248  |       |         |
| Central Tendency | Mean               | 3.19   |       |         |
| and Dispersion   | Standard Deviation | 1.011  |       |         |
| Labeled Values   | 1                  | Very Liberal   | 69    | 4.3%    |
|                  | 2                  | Liberal  | 260   | 16.2%   |
|                  | 3                  | Moderate \ Middle of the Road  | 494   | 30.8%   |
|                  | 4                  | Conservative   | 412   | 25.7%   |
|                  | 5                  | Very<br>Conservative   | 121   | 7.5%    |
|                  | 90                 | Other  | 73    | 4.6%    |
|                  | 97                 | Don't Know \ Not Political   | 132   | 8.2%    |

# PEOPLE\_TOT\_3PLUS

|                |             | Value  | Count | Percent |
|----------------|-------------|--|-------|---------|
| Standard       | Position    | 245  |       |         |
| Attributes     | Label       | R indicated<br>that a total<br>of 3 or more<br>adults and<br>children live<br>in house |       |         |
|                | Туре        | Numeric  |       |         |
|                | Measurement | Nominal  |       |         |
| Valid Values   | 0           | False  | 746   | 46.5%   |
|                | 1           | True   | 718   | 44.8%   |
| Missing Values | System      |  | 140   | 8.7%    |

## HAVE\_KIDS

|                |             | Value  | Count | Percent |
|----------------|-------------|--|-------|---------|
| Standard       | Position    | 246  |       |         |
| Attributes     | Label       | Whether R<br>reports any<br>children<br>under 18<br>living in the<br>house |       |         |
|                | Туре        | Numeric  |       |         |
|                | Measurement | Nominal  |       |         |
| Valid Values   | 0           | No   | 1027  | 64.0%   |
|                | 1           | Yes  | 447   | 27.9%   |
| Missing Values | 99          |  | 127   | 7.9%    |
|                | System      |  | 3     | 0.2%    |

## **GENDER**

|                  |                    | Value                | Count | Percent |
|------------------|--------------------|----------------------|-------|---------|
| Standard         | Position           | 247                  |       |         |
| Attributes       | Label              | What is your gender? |       |         |
|                  | Туре               | Numeric              |       |         |
|                  | Measurement        | Scale                |       |         |
| N                | Valid              | 1562                 |       |         |
|                  | Missing            | 42                   |       |         |
| Central Tendency | Mean               | .35                  |       |         |
| and Dispersion   | Standard Deviation | .478                 |       |         |
| Labeled Values   | 0                  | Male                 | 1009  | 62.9%   |
|                  | 1                  | Female               | 553   | 34.5%   |
|                  | 95                 | Prefer not to answer | 0     | 0.0%    |

### AGE\_BINNED

|                |             | Value                   | Count | Percent |
|----------------|-------------|-------------------------|-------|---------|
| Standard       | Position    | 248                     |       |         |
| Attributes     | Label       | What is your age?-Years |       |         |
|                | Туре        | Numeric                 |       |         |
|                | Measurement | Nominal                 |       |         |
| Valid Values   | 1           | 18-44                   | 244   | 15.2%   |
|                | 2           | 45-54                   | 323   | 20.1%   |
|                | 3           | 55-64                   | 455   | 28.4%   |
|                | 4           | 65 or older             | 464   | 28.9%   |
| Missing Values | System      |                         | 118   | 7.4%    |

## EDUC\_BINNED

|                |             | Value   | Count | Percent |
|----------------|-------------|---|-------|---------|
| Standard       | Position    | 249   |       |         |
| Attributes     | Label       | What is the highest level of education you have completed?  |       |         |
|                | Туре        | Numeric   |       |         |
|                | Measurement | Nominal   |       |         |
| Valid Values   | 1           | Less than<br>High School,<br>or High<br>School \ GED  | 104   | 6.5%    |
|                | 2           | Some College (1-4 years, no degree), or Associate's degree (including occupational or academic degrees)                 | 502   | 31.3%   |
|                | 3           | Bachelor's<br>degree (BA,<br>BS, AB, etc)   | 444   | 27.7%   |
|                | 4           | Master's Degree (MA, MS, MENG, MSW, etc), or Professional Degree (MD, DDC, JD, etc), or Doctoral Degree (PhD, EdD, etc) | 377   | 23.5%   |
| Missing Values | 99          |   | 28    | 1.7%    |
|                | System      |   | 149   | 9.3%    |

### **FINANCIAL**

|                  |                    | Value  | Count | Percent |
|------------------|--------------------|--|-------|---------|
| Standard         | Position           | 250  |       |         |
| Attributes       | Label              | How would you describe your current financial situation?                   |       |         |
|                  | Туре               | Numeric  |       |         |
|                  | Measurement        | Scale  |       |         |
| N                | Valid              | 1558   |       |         |
|                  | Missing            | 46   |       |         |
| Central Tendency | Mean               | 1.57   |       |         |
| and Dispersion   | Standard Deviation | .691   |       |         |
| Labeled Values   | 1                  | Live<br>comfortably  | 835   | 52.1%   |
|                  | 2                  | Meet your<br>basic<br>expenses<br>with a little<br>left over for<br>extras | 580   | 36.2%   |
|                  | 3                  | Just meet<br>your basic<br>living<br>expenses                              | 124   | 7.7%    |
|                  | 4                  | Don't have<br>enough to<br>meet basic<br>expenses                          | 19    | 1.2%    |

## INCOME\_BINNED

|                |             | Value  | Count | Percent |
|----------------|-------------|--|-------|---------|
| Standard       | Position    | 251  |       |         |
| Attributes     | Label       | What is your annual household income before taxes? |       |         |
|                | Туре        | Numeric  |       |         |
|                | Measurement | Nominal  |       |         |
| Valid Values   | 1           | Less than \$50,000                                 | 132   | 8.2%    |
|                | 2           | \$50,000 to<br>\$74,999                            | 224   | 14.0%   |
|                | 3           | \$75,000 to<br>\$99,999                            | 208   | 13.0%   |
|                | 4           | \$100,000 to<br>\$149,999                          | 359   | 22.4%   |
|                | 5           | \$150,000 or<br>more                               | 289   | 18.0%   |
| Missing Values | 95          | Prefer not to answer                               | 266   | 16.6%   |
|                | 99          |  | 72    | 4.5%    |
|                | System      |  | 54    | 3.4%    |

#### **RETIRED**

|                |             | Value   | Count | Percent |
|----------------|-------------|---|-------|---------|
| Standard       | Position    | 252   |       |         |
| Attributes     | Label       | R reports<br>employment<br>status as<br>retired (may<br>have also<br>selected<br>other status<br>options) |       |         |
|                | Туре        | Numeric   |       |         |
|                | Measurement | Nominal   |       |         |
| Valid Values   | 0           | No  | 996   | 62.1%   |
|                | 1           | Yes   | 597   | 37.2%   |
| Missing Values | 99          |   | 11    | 0.7%    |

## RETIRED\_LAST5YRS

|                |             | Value   | Count | Percent |
|----------------|-------------|---|-------|---------|
| Standard       | Position    | 253   |       |         |
| Attributes     | Label       | R reports<br>having<br>retired<br>within last 5 |       |         |
|                | Туре        | Numeric   |       |         |
|                | Measurement | Nominal   |       |         |
| Valid Values   | 0           | False   | 288   | 18.0%   |
|                | 1           | True  | 280   | 17.5%   |
| Missing Values | System      |   | 1036  | 64.6%   |

# RETIRE\_WHEN

|                  |                    | Value   | Count | Percent |
|------------------|--------------------|---|-------|---------|
| Standard         | Position           | 254   |       |         |
| Attributes       | Label              | Approximate ly how many years do you plan to retire?- |       |         |
|                  | Туре               | Numeric   |       |         |
|                  | Measurement        | Scale   |       |         |
| N                | Valid              | 691   |       |         |
|                  | Missing            | 913   |       |         |
| Central Tendency | Mean               | 1.12  |       |         |
| and Dispersion   | Standard Deviation | .322  |       |         |
| Labeled Values   | 1                  | Specify<br>number of<br>years:                        | 610   | 38.0%   |
|                  | 2                  | Never   | 81    | 5.0%    |
|                  | 98                 | Don't know  | 290   | 18.1%   |

## RETIRE\_WHEN\_BINNED

|                        |             | Value  | Count | Percent |
|------------------------|-------------|--|-------|---------|
| Standard<br>Attributes | Position    | 255  |       |         |
|                        | Label       | Approximate ly how many years do you plan to retire? |       |         |
|                        | Туре        | Numeric  |       |         |
|                        | Measurement | Nominal  |       |         |
| Valid Values           | 1           | 0 - 4  | 112   | 7.0%    |
|                        | 2           | 5-9  | 126   | 7.9%    |
|                        | 3           | 10-14  | 118   | 7.4%    |
|                        | 4           | 15-19  | 105   | 6.5%    |
|                        | 5           | 20-29  | 108   | 6.7%    |
|                        | 6           | 30 or more   | 38    | 2.4%    |
| Missing Values         | System      |  | 997   | 62.2%   |

<sup>\*</sup>Export entire output file to create the Codebook. OUTPUT EXPORT NAME = codebook