

Assessing the Audience Impact of Choral Music Concerts

Protocol Design Template

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Overview of the Survey Design Process

This survey template was commissioned by Chorus America as a resource for participating choruses and is intended as a tool for discussing what information you would like to know about your patrons and their experiences with your artistic programs. A handful of questions are mandatory so that results can be analyzed across the participating choruses. To allow for this comparison, we have identified a core module of questions, marked with a M. Use the template to choose the optional survey questions that best align with your artistic objectives and information needs. For each proposed question, you might ask, "What actions might we take, if we had this information?" You will have an opportunity to discuss the protocol in detail at the induction meeting.

The template provides choruses with a pre-tested set of survey questions that incorporate best practice in audience impact assessment. If at all possible, we recommended that you use the same questionnaire for all concerts, so that you may compare results across concerts.

Following is a quick breakdown of some recommended processes for selecting your questions:

- 1. Identify a Project Leader within your organization who will take primary responsibility for coordinating input from staff.
- 2. Make a list of the individuals within your organization who will be asked to provide input on the survey questions you want to include. The list of individuals should include artistic/programming decision-makers, senior administrative staff, and marketing staff.
- 3. Provide copies of this survey template document to each individual on the list, and ask them to:
 - First, please read the survey template in its entirety; and
 - Second, work through the question sets and circle the questions or "indicators" they feel are most appropriate for your organization. Mark items that you feel are a top priority with a "1." Mark items that you feel are a secondary priority with a "2." Do not make any markings next to items that you feel are unnecessary or inappropriate.
 - <u>Be judicious with the number of questions you select</u> we can only expect audiences to answer around 25 questions.
- 4. The Project Leader will then collect responses and produce a consolidated document that indicates everyone's priorities (e.g., adding up a cumulative score for each item, count one point for every "first priority" mark, and half a point for every "second priority" mark).
- 5. Hold a meeting of all the individuals who were asked for input, to review and discuss the consolidated feedback. Everyone should be given a chance to argue for the questions they feel are most important to include in the protocol.
- 6. Please be prepared to discuss your priorities with WolfBrown, and the rationale behind them.

Overview of the Survey Template

- 1. Administrative Questions
 - a. Performance attended
- 2. Buyer Behavior Characteristics
 - a. Frequency of attendance/first-timer status
 - b. Respondent's role in the purchase decision
 - c. Ticket type (series ticket vs. single ticket); this will identify subscribers
 - d. Social context surrounding attendance
 - e. Motivations for attending
- 3. Summative Impact
 - a. Satisfaction with elements of the artistic experience
 - b. Overall extent to which the performance met expectations
 - c. Expected future impression
- 4. Readiness to Receive Indicators (asked retrospectively in a post-performance context)
 - a. Context (i.e., knowledge level, past experience, preparation)
 - b. Relevance (i.e., the extent to which the respondent normally does this sort of activity)
 - c. Anticipation level
- 5. Intrinsic Impact (five constructs)
 - a. Captivation and Personal Involvement
 - b. Emotional Resonance
 - c. Intellectual Stimulation
 - d. Aesthetic Enrichment
 - e. Social Bridging and Bonding
- 6. Post-Performance Engagement
 - a. Discussion with others who attended
 - b. Participation in various post-performance activities
 - c. Desire for further engagement
 - d. Impact resonance and meaning
- 7. Demographics
 - a. Gender, age, ethnicity, race, income, educational attainment, work status, type of household, etc.

☑ Administrative Questions

1.	The questions in this surv concert. Please indicate w	•	_	e at a recent [Name o	of Organization]
	☐ [Name Title, Date and Title, Date and Title, Date and Title,		L .	tle, Date and Time] tle, Date and Time]	
-	: List all concerts to be survey rmances. Otherwise, you will t	-	· .	±	ons with multiple
☑ B	uyer Behavior and Co	ntextual Qu	estions		
2.	M In a typical year, app Organization of concerts:	-	many times	do you attend [<mark>Name</mark>	e of
	 □ None - this was my first □ Less than once a year □ 1 or 2 times a year □ 3 to 5 times a year □ 6 or more times a year 	time at a [<mark>Name (</mark>	of Organization	<mark>n</mark>] concert	
attend that th than s	: This question provides respondence at the sponsoring organieir results can be examined a fix productions in a season, it times."]	ization's progran longside respons	ns. It is primariles from more f	ly intended to identify frequent attendees. If t	first-timers, so here are fewer
3.	Who purchased your tick	et? (select one)			
	□ I did □ Someon	ne else did	☐ No ticket	or fee was required (sk	ip to question X)
[Note	: This question is used to disti	inguish ticket buy	vers from other	rs who attended.]	
4.	If you had a ticket, what	type of ticket di	d you hold? (s	elect one)	
	☐ Subscription or series ticl☐ Individual ticket	-	imentary ticket group ticket		d ticket (e.g., Goldstar
[Note	: This question allows results	to be compared a	according to tic	cket type.]	
5.	When was your ticket for	this concert pu	rchased? (select	t one)	
	☐ The day of the concert☐ Within the past week	☐ 1 to 2 weel☐ 2 to 4 weel☐	0	☐ 1 to 2 months ago ☐ 2 to 4 months ago	☐ I don't know

6.	the chorus)? (select all that apply)
	 □ No relationship with anyone who performed □ Spouse or partner of chorister/choir member □ Parent or Grandparent of chorister/choir member □ Other family relationship □ Friend of chorister/choir member □ Colleague of chorister/choir member
7.	With whom did you attend the concert? (select all that apply)
	 □ My spouse or partner □ My parents □ Friend(s) □ I attended alone □ Co-workers or classmates
-	This question allows for the tracking of the social context surrounding attendance, and for arison of results between, say, those who attend with a spouse/partner and those who attend with s.]
8.	How did you learn about this concert? (select all that apply)
	□ Season brochure □ Advertising in a newspaper or magazine □ [Name of Organization] website □ Article or review □ Email from [Name of Organization] □ Invitation or notice from a member of the chorus □ Word-of-Mouth (family or friend <u>not</u> in the chorus) □ Postcard or special mailing □ Facebook, Twitter, and/or Google+ □ Event listing online □ Other: □ Invitation or notice from a member of the chorus
	This question asks respondents for their sources of information for a particular performance. er items will be customized depending on organization's interest.]
9.	Select the three most important reasons why you attended the performance. (select three)
	□ Because someone invited you □ To hear the work of a specific [composer/song-writer □ To spend quality time with family members □ To be emotionally moved or inspired □ To spend quality time with friends □ To relax or escape □ To discover music you haven't heard before □ For work or educational purposes □ To expose others to the artistic experience □ To see someone I know perform on stage □ To learn about or celebrate the LGBT culture or community [GALA chorus only] □ To learn about or celebrate your cultural heritage [only applicable to certain concerts] □ To revisit a familiar work, or to hear music that you know and love
-	The goal of this question is to allow for the analysis of motivations, and the analysis of relationships

[Note: The goal of this question is to allow for the analysis of motivations, and the analysis of relationships between motivations for attending and impacts derived from the experience. Some of these motivations relate directly to impacts, while others do not. For example, "to discover something new" maps to intellectual stimulation impacts.]

10.	In your own words, what w	as the	main reason why y	ou atten	ded this concert?
	e: This optional open-ended que ded. In general, we recommend ed.]				
☑ S	ummative Impact				
11.	Overall, at what level were	your ex	xpectations fulfilled	l for this	concert? (circle a number)
	Below <u>Expectations</u>		Met <u>Expectations</u>		Above <u>Expectations</u>
	1	2	3	4	5
_	e: Generally, people's expectatio general indicator of summative			l. Use thi	s question or the following one
12.	How much did the experie attending [Name of Organ				
	Negative Influence		No Change		Positive Influence
	1	2	3	4	5
13.	[M] When you look back o you think will be left? (circle		•	now, ho	ow much of an impression do
	No Impression				Big Impression
	1	2	3	4	5
science perfor providences	e: The ability to remember thing ce literature). Here, we ask respondence a year from now, as an des a robust indicator of summa sarily depend on the respondence oke them.]	ondents overall ative im	to speculate on the indicator of impact. 'pact, based on an an	degree to This ques alysis of	stion (i.e., "future impression") past survey data. It does not
14.	What was most memorable	e to you	about the concert	?	

[Note: This provides a general purpose open-ended question about what impressed people the most about the artistic work.]

15.	Rate your satisfaction with each of the following aspects of the concert.	(circle a number for
	each)	

		<u>Unsatisfied</u>		<u>Satisfied</u>
A.	Quality of the chorus' singing	1 2	3	4 5
В.	The conductor's performance	1 2	3	4 5
C.	The selection of pieces on the program	1 2	3	4 5
D.	Length of the program	1 2	3	4 5
E.	Name of Guest Artist]'s performance	1 2	3	4 5
F.	[customize based on programming]	1 2	3	4 5

[Note: This question may be customized for each chorus (e.g., video enhancements, choreography, guest artists), although the items will need to be standardized across programs as much as possible, to allow for comparative reporting.]

16. With respect to acoustics, how does the [Name of Venue] compare to other venues where you've attended concerts in the [city/location] area? (circle a number)

Worse than		About the		Better than
Other Venues		<u>Same</u>		Other Venues
1	2	3	4	5

17. How much did each of the following aspects of the [Name of Venue] enhance or detract from your experience? (circle a number for each)

	<u>Detracted</u>	No Opinion	<u>Enhanced</u>
A. Acoustics	1	2 3	4 5
B. Comfort of the seating	1	2 3	4 5
C. Overall ambiance	1	23	4 5
D. Food and beverage options	1	2 3	4 5
E. Availability of parking	1	2 3	4 5

[Note: This question may be customized for each chorus, although the items will need to be standardized across programs, to allow for comparative reporting.]

18. Was there anything that made your experience at the concert particularly satisfying or unsatisfying? If so, please share:

[Note: This open-ended question is framed in terms of the "total experience" not solely in terms of the artistic program. Thus, you may get a wide range of responses to this question (e.g., "Parking was terrible," "It was my daughter's 15th birthday."]

☑ Readiness Questions (Context, Relevance, Anticipation)

[Note: This module of questions investigates the respondent's level of knowledge, context, and anticipation prior to the concert. In situations where the protocol must be cut back, this module may be omitted entirely, although we encourage arts groups to monitor audience preparedness, especially when audience engagement efforts are being evaluated.]

19.	How knowled	dgeable are yo	u about chora	al music? (select one			
	□ Not very kr	nowledgeable	☐ Somewhat	knowledgeable	□ Very knowledgeable		
20.	M Have you	u had any exp	erience with s	inging in a choru	se? (select one)		
	□ No	☐ Yes – earlie	er in my life	\square Yes – this is a	a current activity for me		
art forr		n also allows fo			t has personal experience with the 's service to artists in the		
21.		following acti r to arriving?			rn more about the concert		
	□ Looked at □ Read [Nam □ Read a pre □ Talk with p □ Accessed in	people familiar nformation abo	urces (e.g. Wikion] pre-perforticle about the with the progra	ipedia) mance email upcoming concert, am/concert and/or through social med) r [<mark>Name of Organization</mark>] dia (e.g., on Facebook or Twitter)		
[Note:				what, specifically, 1	people are doing to prepare.]		
22.	At any point during the concert, did you participate in some fashion (i.e., clap your hands, sing-along)? (select one)						
	□ No	□ Yes	□ I don't kno	OW			

How much do you agree with the following statements? (circle a number)	Strongly Disagree	→ →	>>>>>		Strongly Agree	D
A. Apart from this concert I am likely to attend live choral concerts	1	2	3	4	5	
B. I felt comfortable and welcome at Name of Venue.	1	2	3	4	5	

[Note: The first indicator pertains to the relevance of the activity to the respondent. Primarily, it is used to identify respondents who are "fish out of water" (i.e., respondents who do not normally attend programs

23.

like this). Some organizations may consider this to be a key marketing performance indicator (i.e., attracting people who do not normally attend) – just getting them in the theatre is a "win." The second item is designed to identify those who felt unwelcome or uneasy in the hall, as some arts groups work hard to make patrons feel welcome, and would benefit from an indicator of this type.]

•	What, if anything, would have made you feel more comfortable or more welcome at the venue?				
	Besides [Name of Organization]'s concerts, where else do you hear choral music?				

[Note: This module is only for 'mixed' artistic programs with two to five works on the programs for situations in which respondents will have different reactions to specific pieces.]

☑ Reflecting on Your Experience

<u>Intrinsic Impacts – Initial Module of Questions for Concerts with Multiple Artistic Works</u>

[Note: This module should be used for programs with multiple artistic works on the program (e.g., a choral concert with three pieces on the program). If the concert you wish to survey features only one work, or has many works (i.e., more than five), skip to the next section and begin selecting your key impact indicators. When this module is used, do not repeat these items in the general questions that follow.]

26. How much did you like the work itself, apart from the way it was performed? (select one)

	Not at All	A Little	Somewhat	A Lot
Piece #1				
Piece #2				
Piece #3				

27. Overall, how strong was your emotional response to each work? (select one)

	Not at All	Weak	Moderate	Strong
Piece #1				
Piece #2				
Piece #3				

[Note: Continue designing your survey, using questions drawn from the section that follows. Respondents will be instructed to answer the remaining questions in reference to the totality of the artistic program.]

[Note: Start here for programs that feature one artistic work, or many artistic works (where it is not practical to ask about all individual works).]

☑ Reflecting on Your Experience (Intrinsic Impacts):

Intrinsic Impacts - Captivation and Personal Involvement

[Note: Captivation and Personal Involvement is the first domain of intrinsic impact. Generally, you'll want to choose just one of the following indicators.]

28. M At any point during the concert did you lose track of time and get fully absorbed? (select one)

		YES					
NO, Not at All	A Little		Somewhat		Completely	Not Applicable	

29. Overall, did the skill and artistry of the chorus impress you? [wonder, awe] (select one)

			YES					
	NO, Not at All	A Little		Somewhat		Completely	Not Applicable	
Ī								

30. Were the singers responsive to, and engaged with, the audience? [sense of connection] (select one)

			YES						
	NO, Not at All	A Little		Somewhat		Completely	Not Applicable		
Ī									

<u>Intrinsic Impacts – Emotional Resonance</u>

[Note: Emotional Resonance is the second domain of intrinsic impact. Here we are careful not to make value judgments about the specific emotions felt by respondents. We recommend you select not more than two indicators per construct.]

31. M Overall, how strong was your emotional response to the concert? (select one)

NO, Emotional Response	Weak	Moderate	Strong	Not Applicable

32. Did you feel a bond or connection with the	[singers]	? [empathy]	(select one)
--	-----------	-------------	--------------

		YES					
NO, Not at All	A Little		Somewhat		Completely	Not Applicable	

33. Did the concert inspire you? [spiritual value] (select one)

		YES					
NO, Not at All	A Little		Somewhat		Completely	Not Applicable	

34. What words best describe how the concert made you feel? Please answer using single words, one per line, up to six words.

4	4	
	/1	
Ι.	4.	

2. ______ 5. _____

3. ______ 6. ____

<u>Intrinsic Impacts – Intellectual Stimulation</u>

[Note: Intellectual Stimulation is the third domain of intrinsic impact. These indicators explore the extent to which the performance caused people to think. The various indicators provide progressively more stringent tests of "cognitive traction."]

35. Did the concert cause you to think about an issue or topic? (select one)

		YES						
NO, Not at All	A Little		Somewhat		Completely	Not Applicable		

[Note: This question provides an indicator of critical reflection. It speaks to the ability of the arts to increase awareness of an issue and to precipitate thoughtful reflection. It is most germane to arts programs that are topical or thematic in nature.]

36. To what extent did you gain new insight or learning? (select one)

		YES					
NO, Not at All	A Little		Somewhat		Completely	Not Applicable	

[Note: This is a baseline indicator of intellectual stimulation in the sense of learning.]

37.	Did you think about the structure of the music, or life of the composer?	[thinking	about form
	and historical context] (select one)		

		YES					
NO, Not at All	A Little		Somewhat		Completely	Not Applicable	

[Note: This question aims to capture intellectual stimulation in the sense of thinking about the history or structure of the artistic work.]

38.	M Did the concert raise questions in your mind that you would like to ask the performers
	or creators of the work? (select one)

□ No	\square Yes – a few questions	\square Yes – a lot of questions
	1	1

[Note: This question has grown to become one of the key indicators of intellectual stimulation. It must be asked in combination with the follow-up open-ended question, and typically yields a great deal of insightful comments about what was on the minds of audience members as they left the program.]

38.1	$[\mathbf{M}]$	If "Yes",	what were	one or	two	of your	questions?
------	----------------	-----------	-----------	--------	-----	---------	------------

Intrinsic Impacts - Aesthetic Enrichment

[Note: Aesthetic Enrichment is the fourth domain of intrinsic impact. Aesthetic Enrichment encompasses both aesthetic growth (being stretched) and aesthetic validation (reinforcement of pre-existing tastes and preferences). We are careful not to prize one over the other.]

39.	Select an answer for each question.	No	Yes	Not Sure or Not Applicable
	A. Were you already familiar with the artistic work of [Name of Organization]? [Mandatory in Year 1 only]			
	B. [M] Were you exposed to a type or style of [music/choral music] that you had not heard before?			
	C. [M] Were you exposed to the work of a [composer or songwriter] whose work you'd not known before?			
	D. M Were you exposed to at least one unfamiliar [musical work], even if you were previously familiar with the composer?			
	E. Were you exposed to a different interpretation of a [musical work] you had previously heard? [Mandatory in Year 1 only]			

Note: This question yields five indicators of the extent to which the respondent was introduced to a new aesthetic. This question assumes the inherent value to an individual of being exposed to unfamiliar art/artists/genres, regardless of the individual's knowledge level. We refer to this impact as "aesthetic growth."

40.	_		formance serve to remind you how much you love one or more particular works ram? [aesthetic validation] (select one)				
				YES			
	NO, Not at All	A Little		Somewhat		Completely	Not Applicable
41.		of attending t e future? [aest.		do you feel b	etter equippe	ed to apprecia	ate choral
				YES			
	NO, Not at All	A Little		Somewhat		Completely	Not Applicable
42.	As a result of this experience, are you better able to explain to other people what types of choral music you like or don't like? (select one) No change						
expres		vn preferences					an individual s experiences,
43.		a result of attending this event, how interested are you in attending concerts featuring milar artistic work(s)? (select one)					
	☐ Much less☐ Less intere		□ No ch	ange		ore interested ich more inter	ested

Note: This question attempts to address the aesthetic outcomes of an arts experience and the affect is has on an individual's tastes, including the consequent ability of the individual to appreciate and enjoy different forms of aesthetic expression (i.e., to know one's own tastes)]

44.	Did you leave the concert with an impulse or idea for being more creative in your own or work? (select one)							
	□ No	☐ Yes	☐ Not Applicable					
45.	If "Yes", how	did the concert inspi	re you to be more creative?					

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[Note: This question is meant to indicate creative activation and attempts to make a connection between the arts event and creativity in life and work. It is well known that many people who are artists themselves attend arts events in order to inspire and enrich their creative work, and to fertilize their creativity in general. But of course you don't have to be an artist to gain this benefit.]

Intrinsic Impacts - Social Bridging and Bonding

[Note: Social Bridging and Bonding is the fifth domain of intrinsic impact. This domain addresses the social value that is intrinsic to the artistic experience, but tries to avoid measuring the social value that is extrinsic to the art (e.g., going out to dinner beforehand). Bonding refers to building closer ties with one's own people or culture. Bridging refers to engaging with cultures outside of one's own life experience. Both are important impacts, but neither of them may be intended outcomes of a given performance.]

46. [Mandatory in Year 1 only] Did you feel a sense of connection with others in the audience? [social connection] (select one)

		YES						
NO, Not at All	A Little		Somewhat		Completely	Not Applicable		

[Note: This questions aims to measure the respondent's overall sense of connection with others in the audience – the communal experience.]

47. Did the concert explore or celebrate your own cultural background or identity? [social bonding] (select one)

		YES						
NO, Not at All	A Little		Somewhat		Completely	Not Applicable		

[Note: This question and the next one will be especially useful in reference to culturally-specific programs, or programs that speak to different social groups or communities.]

48. Did you gain a new appreciation for people who are different from you, or for a culture other than your own? [social bridging] (select one)

		YES					
NO, Not at All	A Little		Somewhat		Completely	Not Applicable	

[Note: This question provides an indicator of social bridging, and addresses the "tolerance" outcome sometimes associated with arts participation.]

49. Did attending this concert give you a sense of pride in the community where you live? (select one)

		YES						
NO, Not at All	A Little		Somewhat		Completely	Not Applicable		

[Note: This is question that aims to measure the extent to which respondents feel an enhanced "sense of place" as a result of attending an arts program.]

50. Did attending this concert help you see things you have in common with other people who live or work in your community? (select one)

		YES					
NO, Not at All	A Little		Somewhat		Completely	Not Applicable	

[Note: This question aims to measure social integration with one's community, which is identified as an aspect of social well-being in the literature. It is very similar, however, to the question on social bonding, and therefore should not be used together.]

- 51. [Mandatory in Year 2 only] At any point during the concert, did you do any of the following things? (select all that apply)
 - ☐ Clap along with the music (not applaud)
 - ☐ Sing along with the music
 - ☐ Talk to someone you didn't know
 - ☐ Dance or move to the music
 - ☐ None of the above

☑ Post-Performance Engagement

[Note: This section investigates the extent to which the respondent engaged in post-performance "meaning-making" activities that would extend or magnify impact, whether social or solitary, facilitated or not.]

52.	Afterward	s, did you discuss the	concert with others who attended? (select one)
	□No	☐ Yes – casually	☐ Yes – intensely
53.	After the o	concert, did you (or wil	ll you) do any of the following activities? (select all that apply)
	☐ Read the ☐ Search f ☐ React to ☐ Email or	*	line
which engag	will be compenent sugges	pared to the other indica sts that the impact of art	o which a respondent engaged with the program afterwards, ators of "thinking and learning." Research on audience is programs can be magnified and prolonged when audience making, whether private or public, facilitated or self-directed.
six ite impor or a fr may n	ms should be tant meaning ull day afterw oot have elaps	e used. The list need not g-making activities. Bear rards, so the elapsed time	each chorus, based on what activities are offered. No more than be comprehensive, but rather should capture the most in mind that the survey might be taken immediately afterwards, e will vary from respondent to respondent, and sufficient time tivities to occur. Results may provide an indication of how
54.	Do you wi (select one)	ish you would have bee	en able to talk more about your reactions to the concert?
	□ No	☐ Yes	
[Note	: This questic	on provides an indicator	of hunger for deeper post-performance engagement.]
55.			

the concert, did you gain any additional perspective 1 2 3 4 (apart from taking this survey)? [critical expression]

Not

At All

>>>>>>

Very

Much

5

[Note: This question aims to measure the efficacy of post-performance engagement.]

Afterwards, as a result of thinking or talking about

✓	Demographic Characteristics	
A.	Male □ Transgender □ Male □ Transgender □	Other
В.	M In what year were you born?	
C.	Which of the following best describes your ethnicity? (select all that apply)	
	☐ Asian or Pacific Islander ☐ Black or African American ☐ Hispanic or Latino ☐ Middle Eastern ☐ American Indian or Alaska Native ☐ White or Caucasian ☐ Two or more races ☐ Other race	
D.	What is your household income? (select one)	
	□ Less than \$25,000 □ \$50,000 to \$99,999 □ \$150,000 or more □ \$25,000 to \$49,999 □ \$100,000 to \$149,999	
E.	What is your highest level of educational attainment? (select one)	
	☐ Less than 9 th grade ☐ 9 th to 12 th grade, no diploma ☐ High School Graduate or G.E.D. ☐ Graduate or professional degree ☐ Some college, no degree	
F.	Which cultural or ethnic groups do you identify with the most? [open-ended]	
G.	M What is your home Zip Code?	
H.	What is your occupation?	
I.	Do you consider yourself part of a disability community? ☐ No ☐	Yes
J.	Do you earn a portion of your living from performing or creating art? \Box No \Box	Yes
K.	What is your sexual orientation? (select one)	
	□ Lesbian □ Gay □ Bisexual □ Queer □ Heterosexual	
L.	What is your relationship status? (select one)	
	☐ In a relationship ☐ Not in a relationship	
M.	Are you the parent or caregiver of any children who regularly live with you?	
	\square Yes \square No \Rightarrow Skip the next question	
N.	If Yes, how old are these children? (select all that apply)	
	☐ Under age 6 ☐ Ages 6 to 12 ☐ Ages 13 to 17	