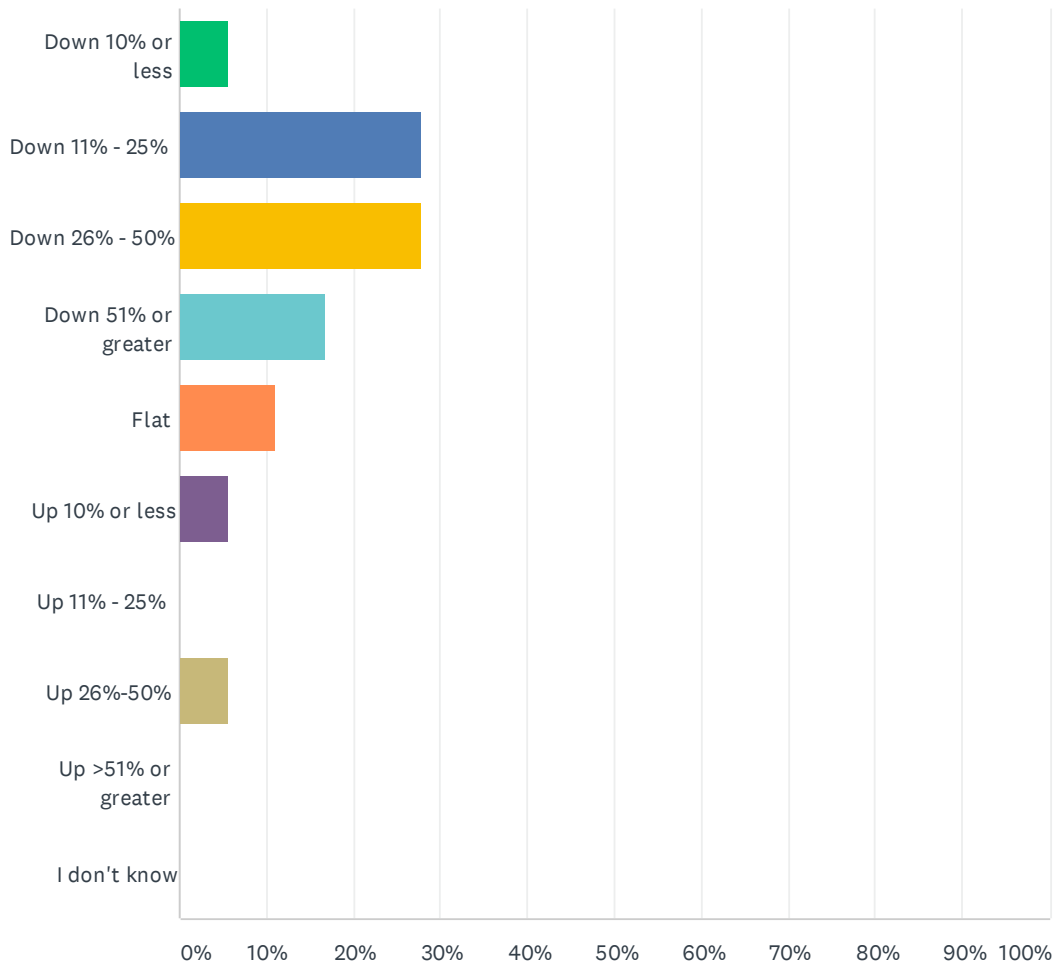


Q1 What has been the impact of COVID-19 on your sales in April versus March?

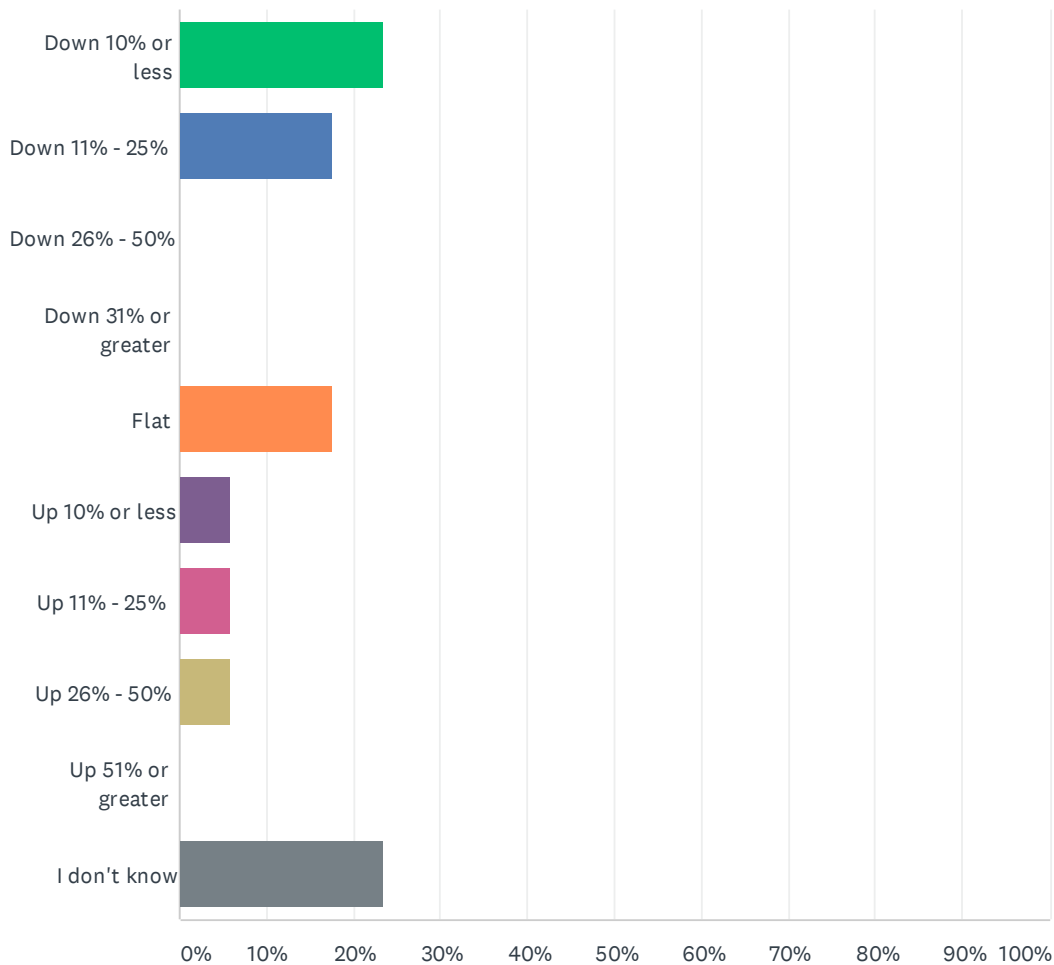
Answered: 18 Skipped: 0



ANSWER CHOICES	RESPONSES	
Down 10% or less	5.56%	1
Down 11% - 25%	27.78%	5
Down 26% - 50%	27.78%	5
Down 51% or greater	16.67%	3
Flat	11.11%	2
Up 10% or less	5.56%	1
Up 11% - 25%	0.00%	0
Up 26%-50%	5.56%	1
Up >51% or greater	0.00%	0
I don't know	0.00%	0
TOTAL		18

Q2 What is your estimate for May compared to April results?

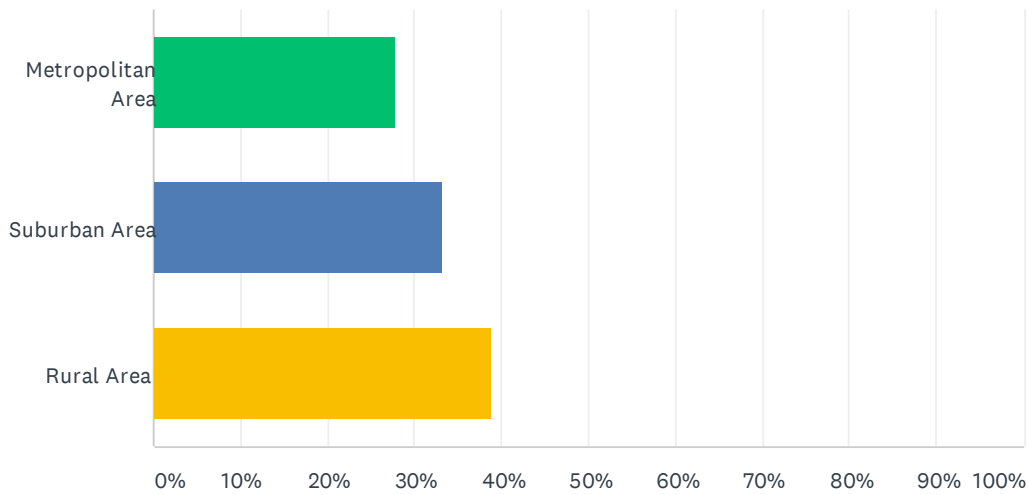
Answered: 17 Skipped: 1



ANSWER CHOICES	RESPONSES	
Down 10% or less	23.53%	4
Down 11% - 25%	17.65%	3
Down 26% - 50%	0.00%	0
Down 31% or greater	0.00%	0
Flat	17.65%	3
Up 10% or less	5.88%	1
Up 11% - 25%	5.88%	1
Up 26% - 50%	5.88%	1
Up 51% or greater	0.00%	0
I don't know	23.53%	4
TOTAL		17

Q3 Are you located in

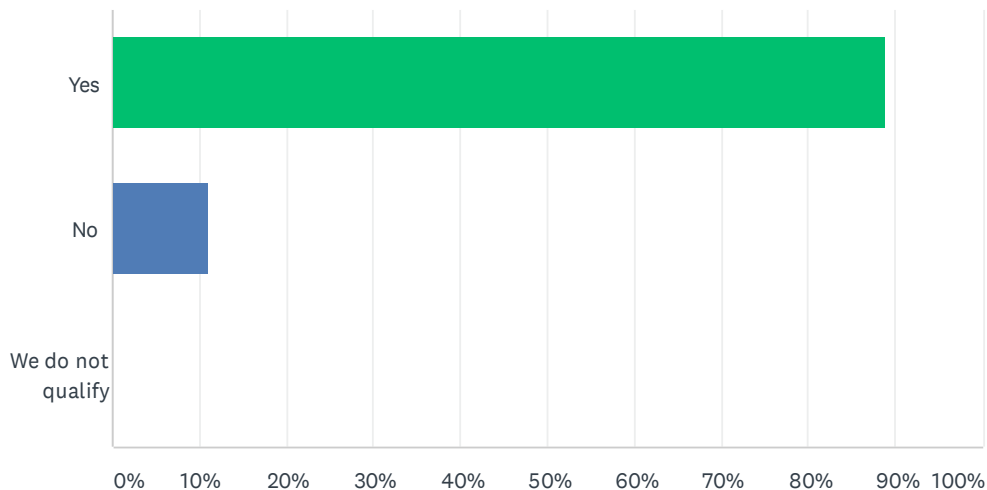
Answered: 18 Skipped: 0



ANSWER CHOICES	RESPONSES	
Metropolitan Area	27.78%	5
Suburban Area	33.33%	6
Rural Area	38.89%	7
TOTAL		18

Q4 Has your organization applied for the Payroll Protection Program?

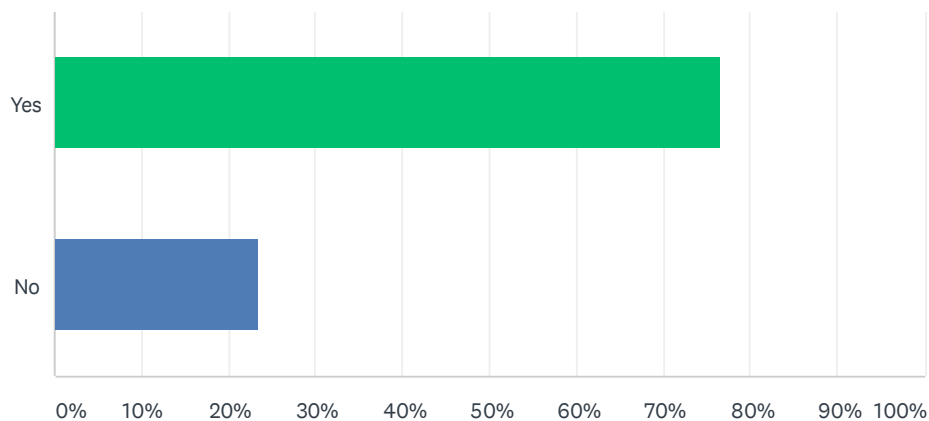
Answered: 18 Skipped: 0



ANSWER CHOICES	RESPONSES	
Yes	88.89%	16
No	11.11%	2
We do not qualify	0.00%	0
TOTAL		18

Q5 If your organization has applied for the Payroll Protection Program have you received your money?

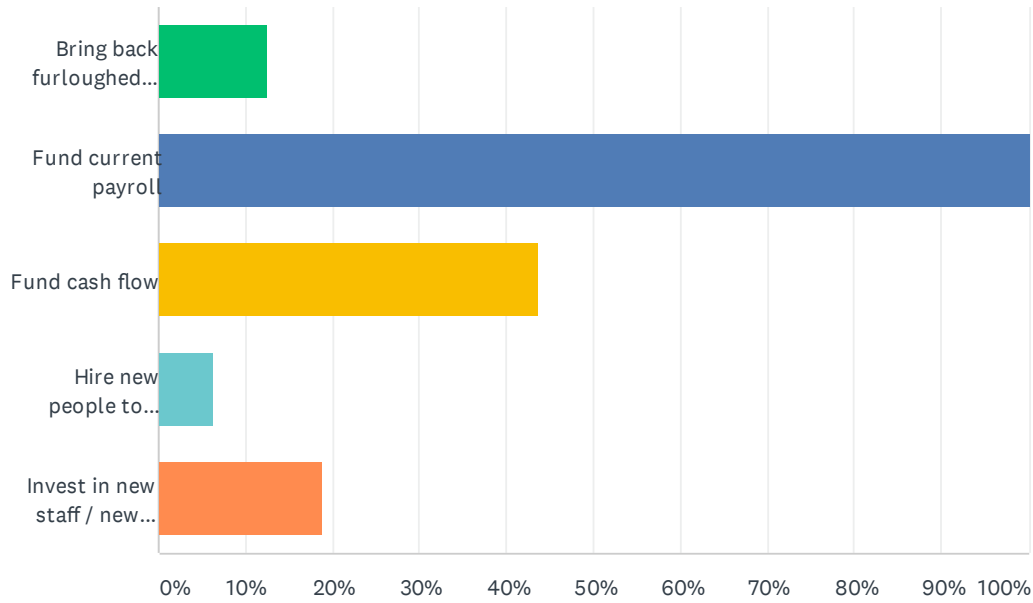
Answered: 17 Skipped: 1



ANSWER CHOICES	RESPONSES	
Yes	76.47%	13
No	23.53%	4
TOTAL		17

Q6 If you received PPP funding, how will those funds be used? (Check all that apply)

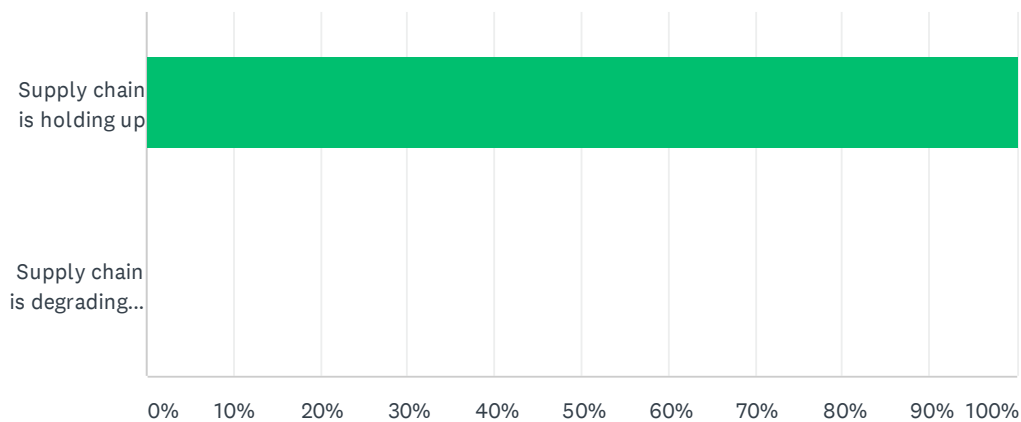
Answered: 16 Skipped: 2



ANSWER CHOICES	RESPONSES	Count
Bring back furloughed staff	12.50%	2
Fund current payroll	100.00%	16
Fund cash flow	43.75%	7
Hire new people to replace laid off staff	6.25%	1
Invest in new staff / new roles	18.75%	3
Total Respondents: 16		

Q7 How is your organization's supply chain holding up?

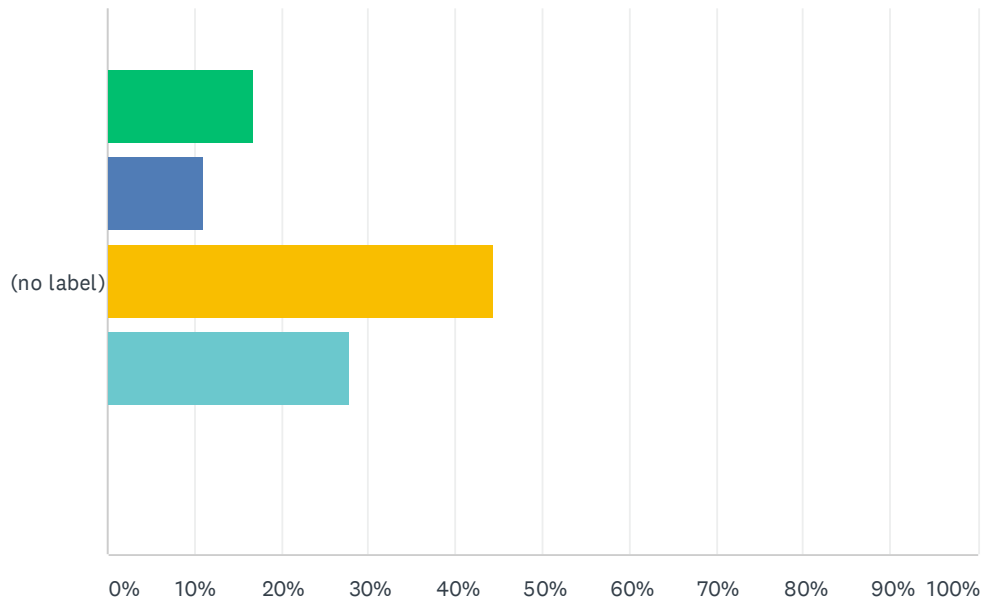
Answered: 17 Skipped: 1



ANSWER CHOICES	RESPONSES	
Supply chain is holding up	100.00%	17
Supply chain is degrading / experiencing shortages or difficulties	0.00%	0
TOTAL		17

Q8 On a scale of 1 to 5, how optimistic are your customers for the summer?

Answered: 18 Skipped: 0

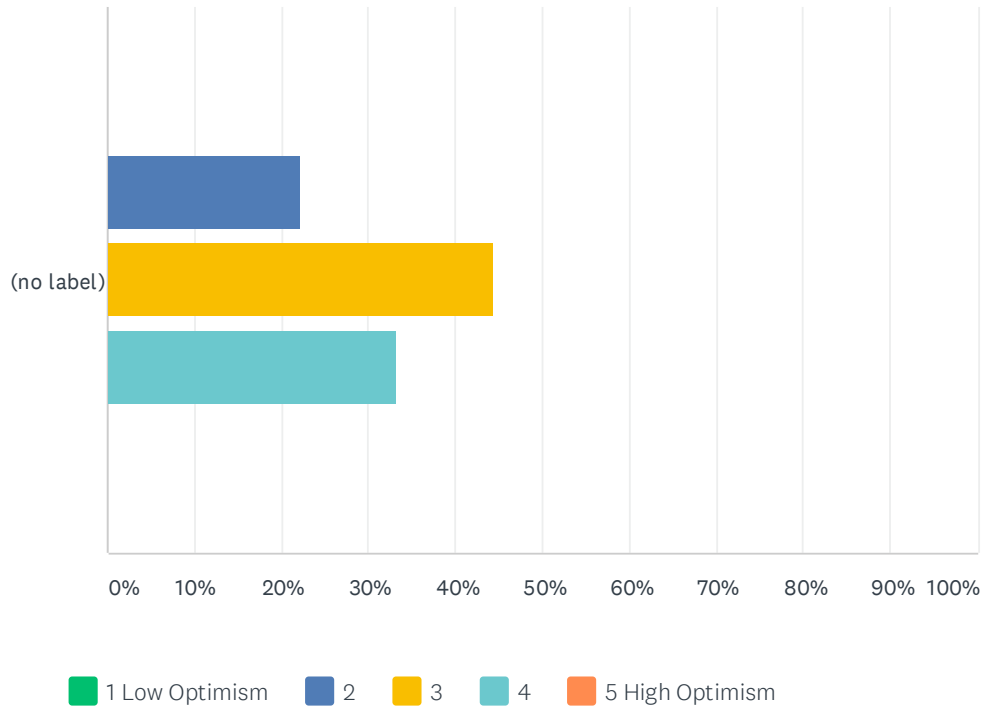


■ 1 Low Optimism
 ■ 2
 ■ 3
 ■ 4
 ■ 5 High Optimism

	1 LOW OPTIMISM	2	3	4	5 HIGH OPTIMISM	TOTAL	WEIGHTED AVERAGE
(no label)	16.67%	11.11%	44.44%	27.78%	0.00%		
	3	2	8	5	0	18	2.83

Q9 On a scale of 1 to 5, how optimistic are your customers for the balance of the year?

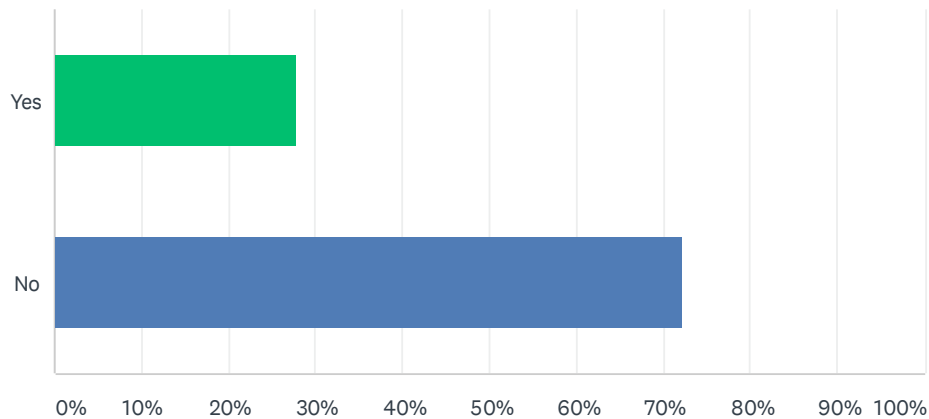
Answered: 18 Skipped: 0



	1 LOW OPTIMISM	2	3	4	5 HIGH OPTIMISM	TOTAL	WEIGHTED AVERAGE
(no label)	0.00%	22.22%	44.44%	33.33%	0.00%		
	0	4	8	6	0	18	3.11

Q10 Has anyone from your organization been quarantined?

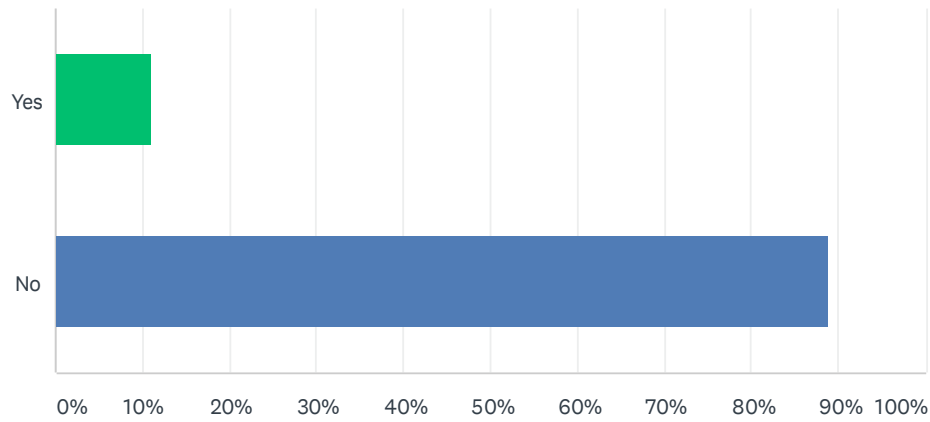
Answered: 18 Skipped: 0



ANSWER CHOICES	RESPONSES
Yes	27.78% 5
No	72.22% 13
TOTAL	18

Q11 Has anyone in your organization contracted COVID-19?

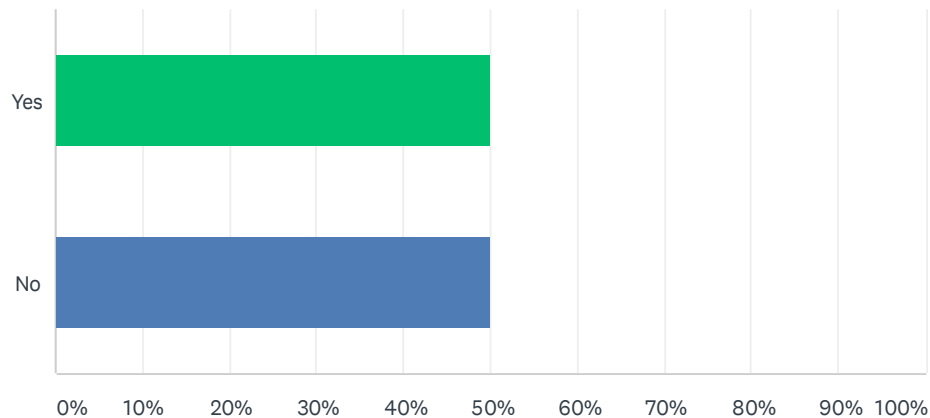
Answered: 18 Skipped: 0



ANSWER CHOICES	RESPONSES
Yes	11.11% 2
No	88.89% 16
TOTAL	18

Q12 Do you know anyone personally, outside your organization who has contracted COVID-19?

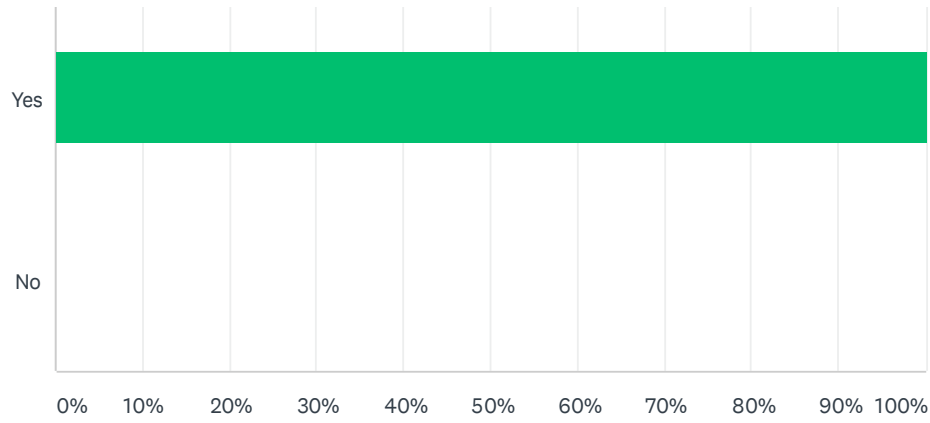
Answered: 18 Skipped: 0



ANSWER CHOICES	RESPONSES
Yes	50.00% 9
No	50.00% 9
TOTAL	18

Q13 Are you social distancing in your operations?

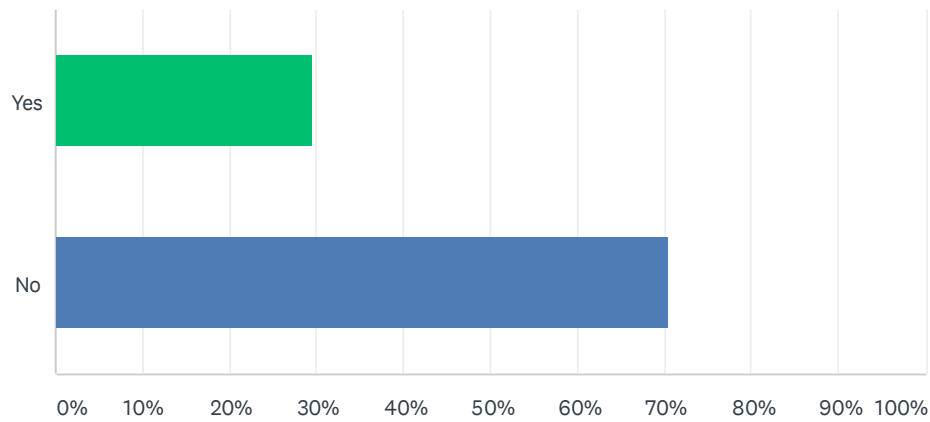
Answered: 18 Skipped: 0



ANSWER CHOICES	RESPONSES
Yes	100.00% 18
No	0.00% 0
TOTAL	18

Q14 Are you disinfecting your facility on the large scale? (Spraying it down)

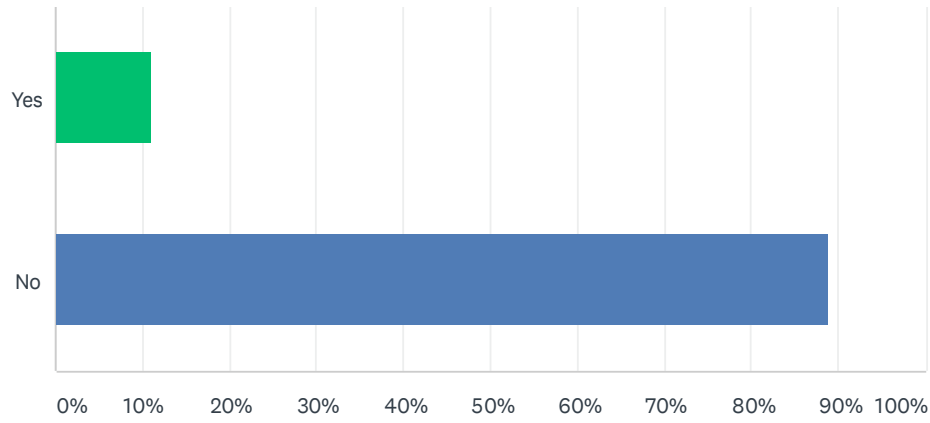
Answered: 17 Skipped: 1



ANSWER CHOICES	RESPONSES
Yes	29.41% 5
No	70.59% 12
TOTAL	17

Q15 Are you disinfecting incoming mail and incoming deliveries?

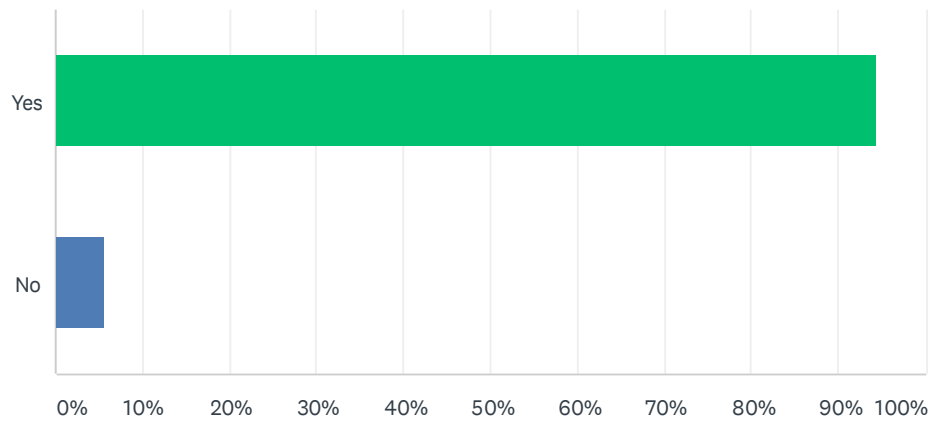
Answered: 18 Skipped: 0



ANSWER CHOICES	RESPONSES
Yes	11.11% 2
No	88.89% 16
TOTAL	18

Q16 Are you requiring or allowing PPE (masks, gowns or shields) in your operation?

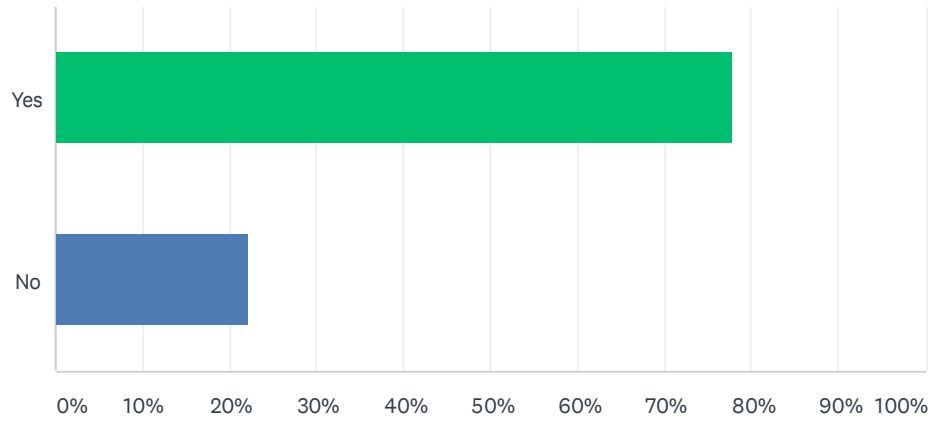
Answered: 18 Skipped: 0



ANSWER CHOICES	RESPONSES
Yes	94.44% 17
No	5.56% 1
TOTAL	18

Q17 Are you using virtual meeting and training sessions?

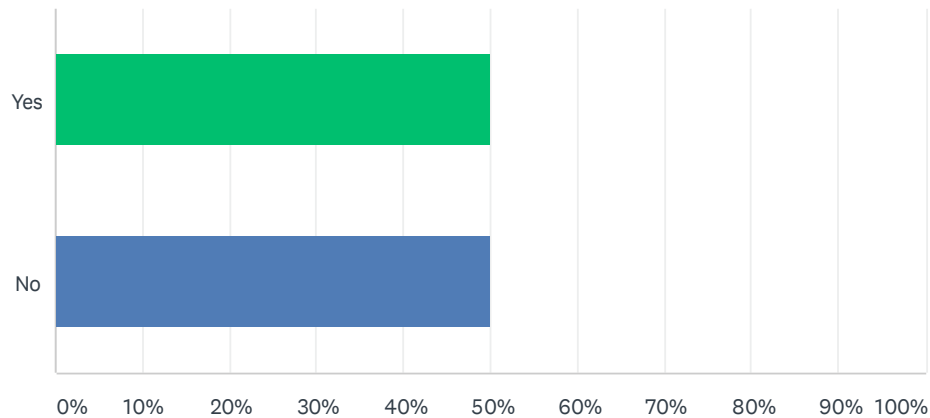
Answered: 18 Skipped: 0



ANSWER CHOICES	RESPONSES
Yes	77.78% 14
No	22.22% 4
TOTAL	18

Q18 Are you changing delivery and receiving hours or practices?

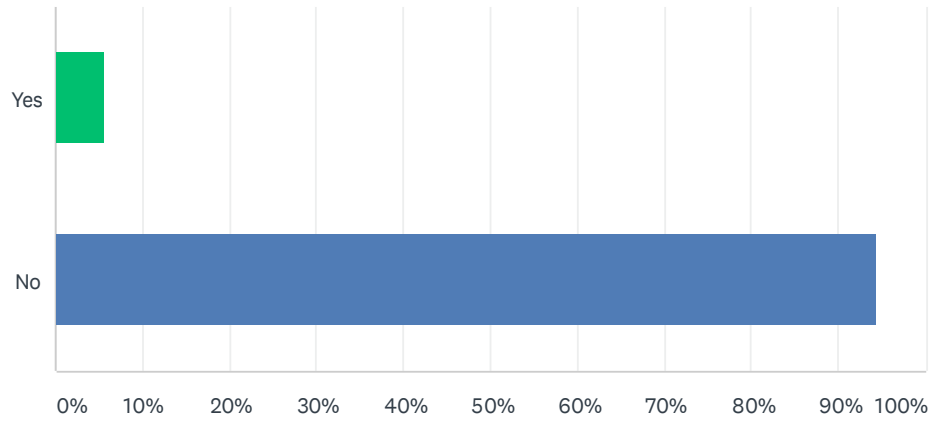
Answered: 18 Skipped: 0



ANSWER CHOICES	RESPONSES
Yes	50.00% 9
No	50.00% 9
TOTAL	18

Q19 Have you installed plexiglass guards to lessen exposure as needed?

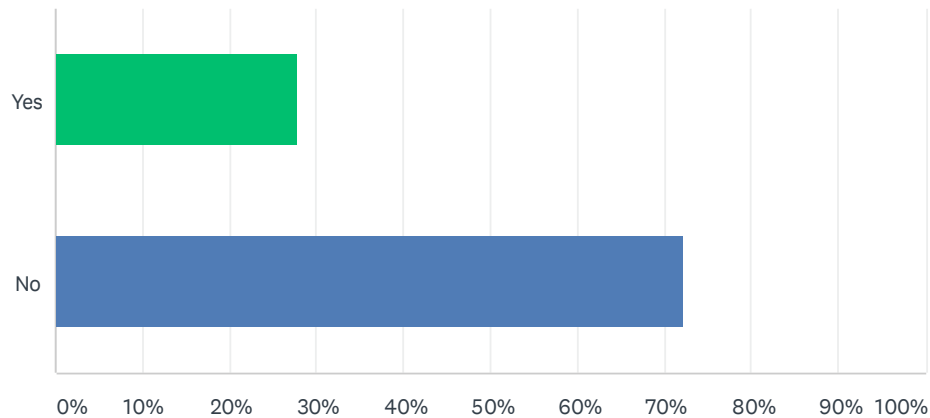
Answered: 18 Skipped: 0



ANSWER CHOICES	RESPONSES
Yes	5.56% 1
No	94.44% 17
TOTAL	18

Q20 Have you seen an increase in your organization website activity?

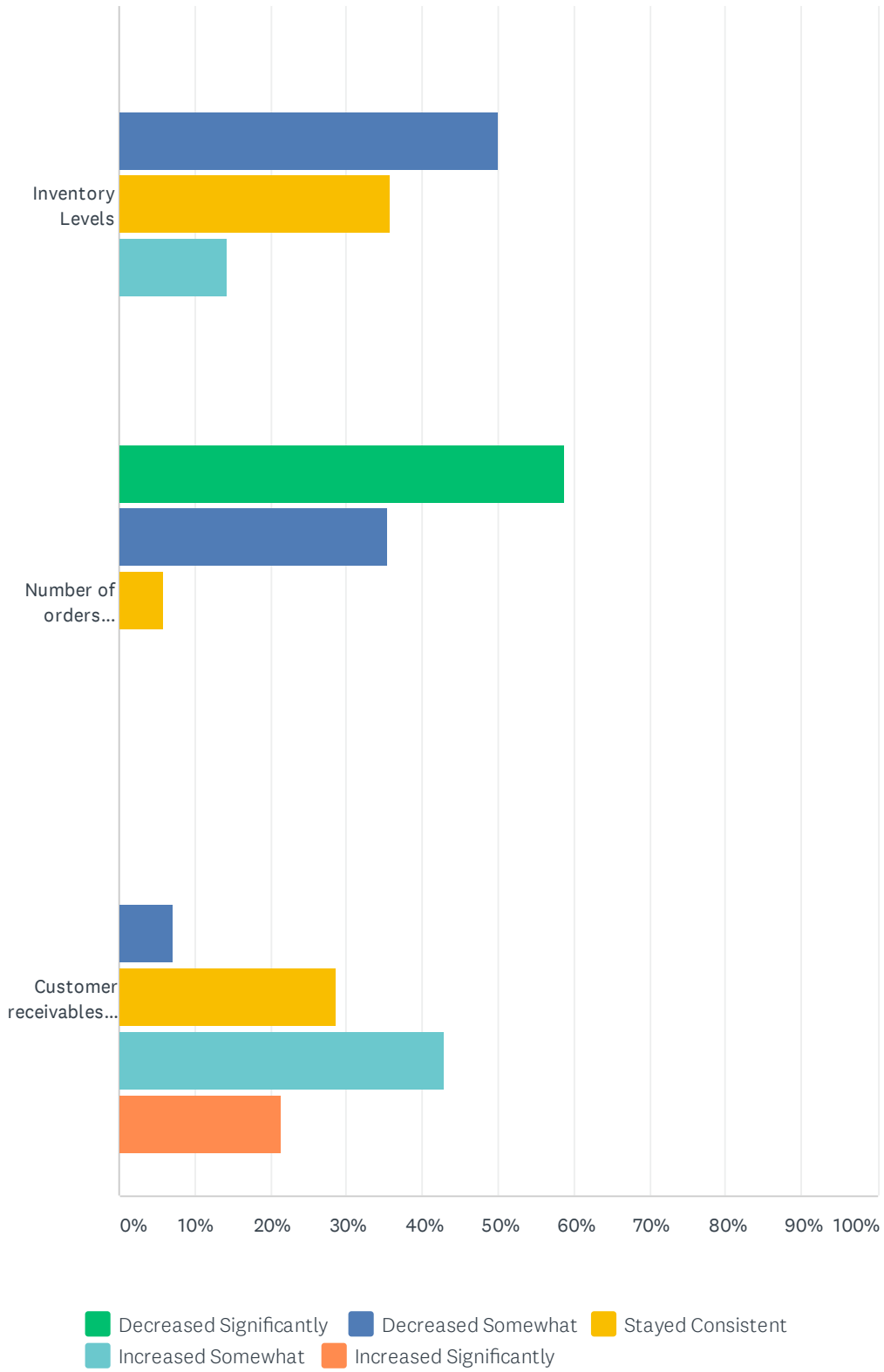
Answered: 18 Skipped: 0



ANSWER CHOICES	RESPONSES
Yes	27.78% 5
No	72.22% 13
TOTAL	18

Q21 How have the following changed?

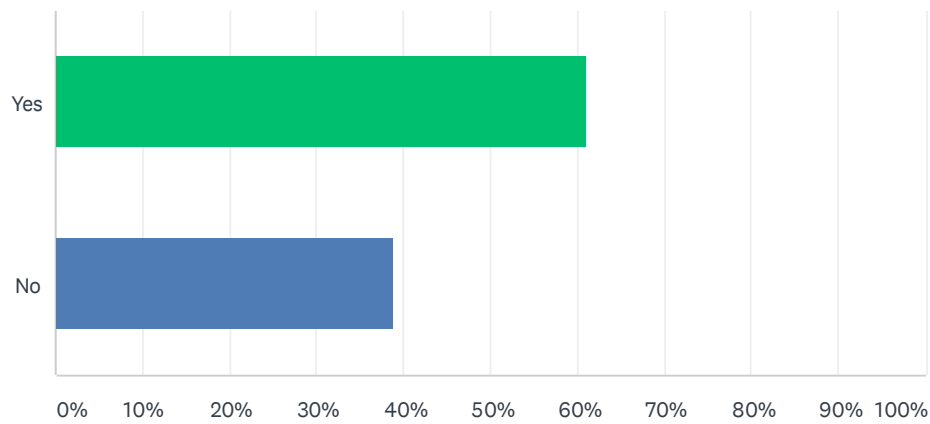
Answered: 18 Skipped: 0



	DECREASED SIGNIFICANTLY	DECREASED SOMEWHAT	STAYED CONSISTENT	INCREASED SOMEWHAT	INCREASED SIGNIFICANTLY	TOTAL
Inventory Levels	0.00% 0	50.00% 7	35.71% 5	14.29% 2	0.00% 0	14
Number of orders customers are placing	58.82% 10	35.29% 6	5.88% 1	0.00% 0	0.00% 0	17
Customer receivables (Days outstanding)	0.00% 0	7.14% 1	28.57% 4	42.86% 6	21.43% 3	14

Q22 Are you utilizing staff to undertake training initiatives or special projects during this time?

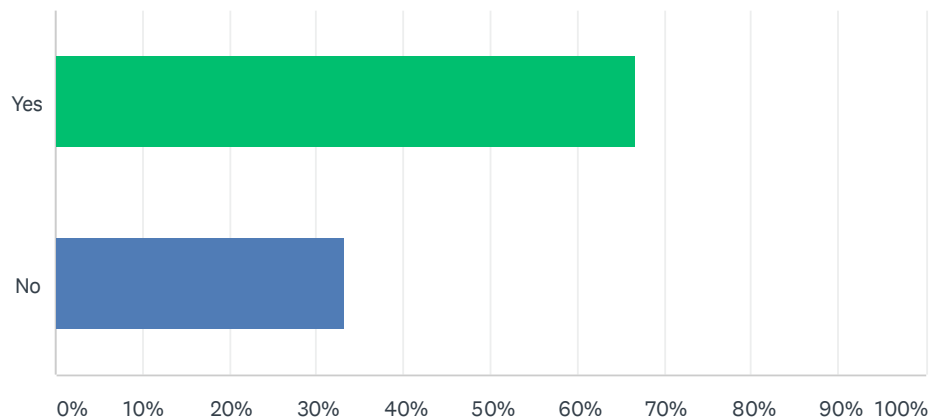
Answered: 18 Skipped: 0



ANSWER CHOICES	RESPONSES
Yes	61.11% 11
No	38.89% 7
TOTAL	18

Q23 Are you conducting weekly or daily meetings to update staff?

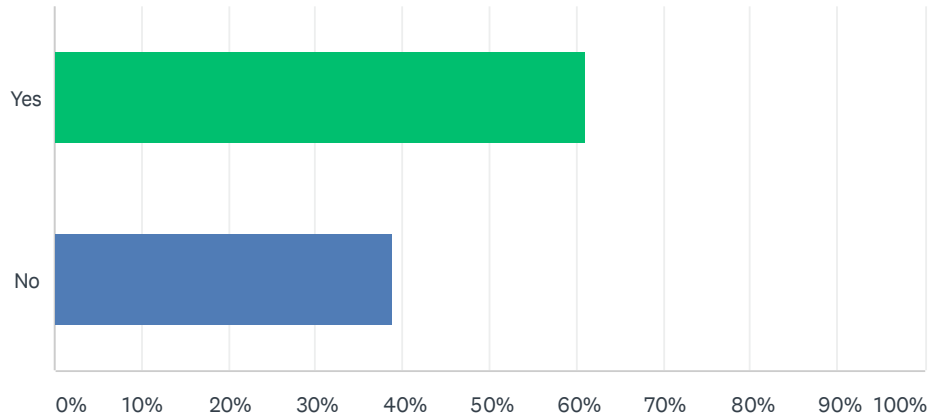
Answered: 18 Skipped: 0



ANSWER CHOICES	RESPONSES
Yes	66.67% 12
No	33.33% 6
TOTAL	18

Q24 Have you adjusted PTO or sick leave policies to account for COVID-19

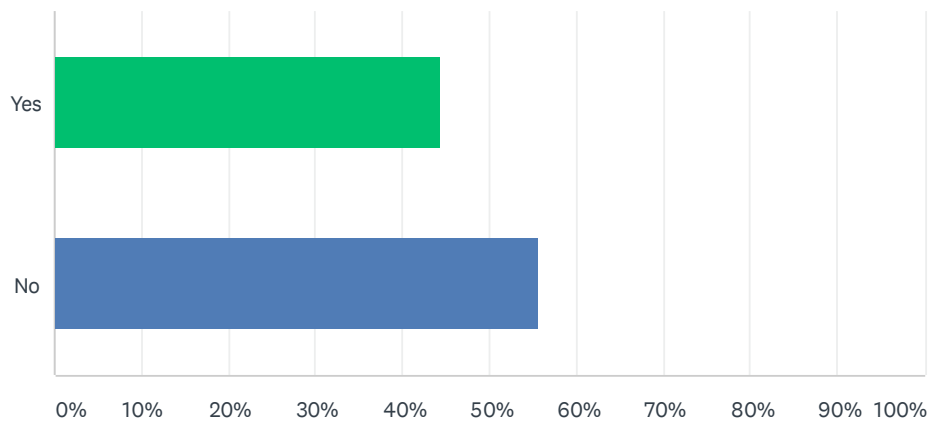
Answered: 18 Skipped: 0



ANSWER CHOICES	RESPONSES
Yes	61.11% 11
No	38.89% 7
TOTAL	18

Q25 Have you implemented compensation changes to account for COVID-19?

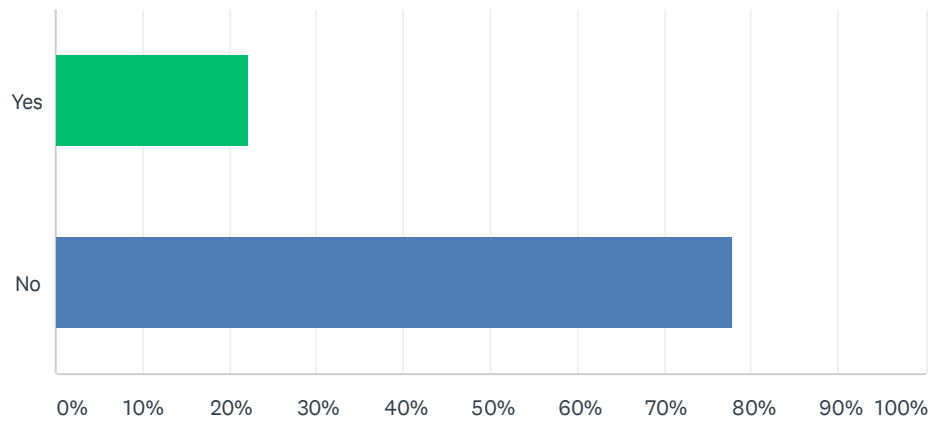
Answered: 18 Skipped: 0



ANSWER CHOICES	RESPONSES
Yes	44.44% 8
No	55.56% 10
TOTAL	18

Q26 Have you laid off or furloughed any staff resulting from COVID-19?

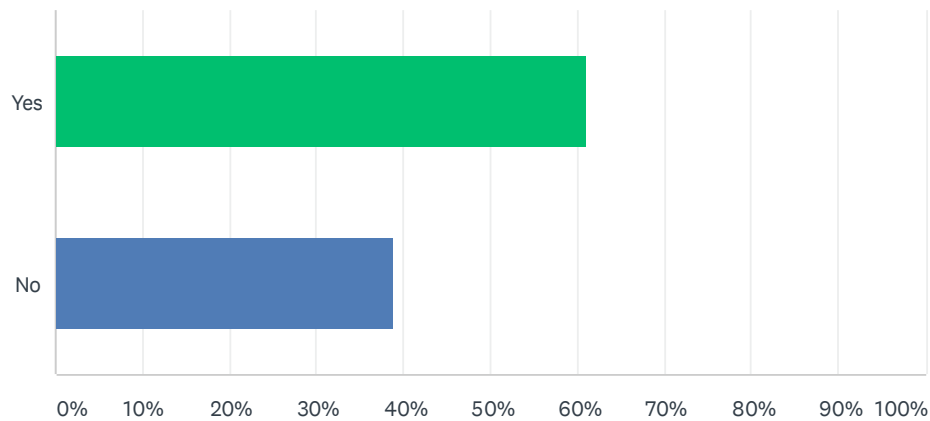
Answered: 18 Skipped: 0



ANSWER CHOICES	RESPONSES
Yes	22.22% 4
No	77.78% 14
TOTAL	18

Q27 Have you made any changes your work hours or shifts resulting from COVID-19?

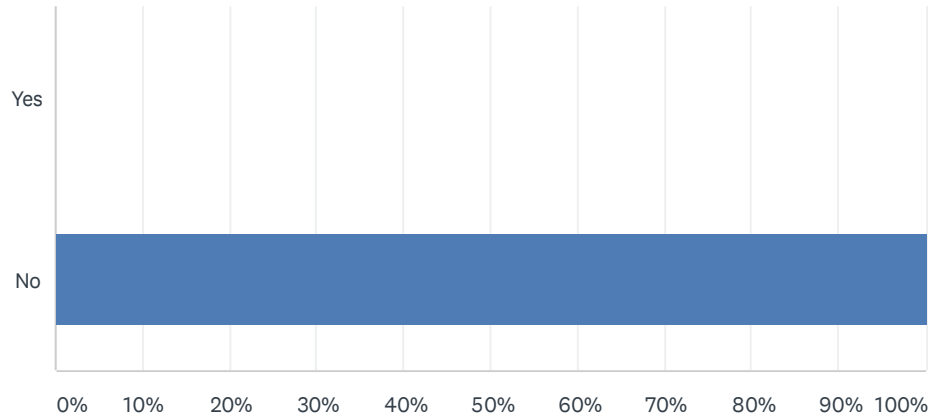
Answered: 18 Skipped: 0



ANSWER CHOICES	RESPONSES	
Yes	61.11%	11
No	38.89%	7
TOTAL		18

Q28 Have you closed any offices, branches or plants resulting from COVID-19?

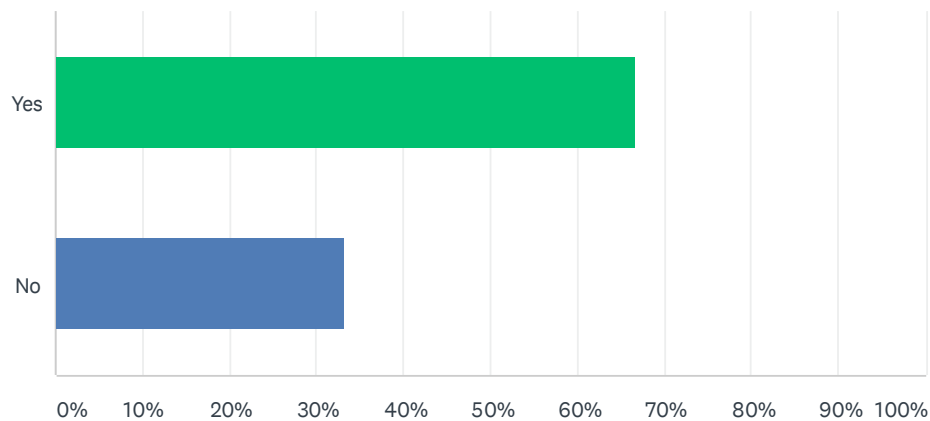
Answered: 18 Skipped: 0



ANSWER CHOICES	RESPONSES	
Yes	0.00%	0
No	100.00%	18
TOTAL		18

Q29 Has your organization begun planning for the eventual recovery and loosening of restrictions?

Answered: 18 Skipped: 0



ANSWER CHOICES	RESPONSES	
Yes	66.67%	12
No	33.33%	6
TOTAL	18	

Q30 Is there anything you would like us to ask in a future survey that might help you?

Answered: 5 Skipped: 13