Q1 What has been the impact of COVID-19 on your sales in August 2020 versus August 2019?

Answered: 15    Skipped: 0

- Down 10% or less
- Down 11% - 25%
- Down 26% - 50%
- Down 51% or greater
- Flat
- Up 10% or less
- Up 11% - 25%
- Up 26%-50%
- Up >51% or greater
- I don’t know
Q2 What is your sales estimate for September 2020 compared to August 2020?

<table>
<thead>
<tr>
<th>ANSWER CHOICES</th>
<th>RESPONSES</th>
</tr>
</thead>
<tbody>
<tr>
<td>Down 10% or less</td>
<td>20.00%</td>
</tr>
<tr>
<td>Down 11% - 25%</td>
<td>26.67%</td>
</tr>
<tr>
<td>Down 26% - 50%</td>
<td>26.67%</td>
</tr>
<tr>
<td>Down 51% or greater</td>
<td>0.00%</td>
</tr>
<tr>
<td>Flat</td>
<td>13.33%</td>
</tr>
<tr>
<td>Up 10% or less</td>
<td>6.67%</td>
</tr>
<tr>
<td>Up 11% - 25%</td>
<td>6.67%</td>
</tr>
<tr>
<td>Up 26%-50%</td>
<td>0.00%</td>
</tr>
<tr>
<td>Up &gt;51% or greater</td>
<td>0.00%</td>
</tr>
<tr>
<td>I don't know</td>
<td>0.00%</td>
</tr>
<tr>
<td><strong>TOTAL</strong></td>
<td><strong>15</strong></td>
</tr>
</tbody>
</table>

Answered: 15   Skipped: 0
Q3 What is your sales estimate for September 2020 compared to September 2019?

Answered: 15  Skipped: 0
Q4 Have you completed a PPP Loan Forgiveness Application Form yet?

Answered: 15   Skipped: 0
Q5 If hiring, are you finding qualified candidates?

Answered: 13  Skipped: 2

<table>
<thead>
<tr>
<th>ANSWER CHOICES</th>
<th>RESPONSES</th>
</tr>
</thead>
<tbody>
<tr>
<td>Yes</td>
<td>20.00%</td>
</tr>
<tr>
<td>No</td>
<td>80.00%</td>
</tr>
<tr>
<td>TOTAL</td>
<td></td>
</tr>
</tbody>
</table>

Q6 On a scale of 1 to 5, how optimistic are your customers for the balance of the year?

Answered: 15  Skipped: 0

<table>
<thead>
<tr>
<th>ANSWER CHOICES</th>
<th>RESPONSES</th>
</tr>
</thead>
<tbody>
<tr>
<td>Yes</td>
<td>38.46%</td>
</tr>
<tr>
<td>No</td>
<td>61.54%</td>
</tr>
<tr>
<td>TOTAL</td>
<td></td>
</tr>
</tbody>
</table>
Q7 Has anyone from your organization been quarantined?

Answered: 15     Skipped: 0

- Yes: 66.67% (10 responses)
- No: 33.33% (2 responses)

Q8 Has anyone in your organization contracted COVID-19?

Answered: 15     Skipped: 0

- Yes: 53.33% (8 responses)
- No: 46.67% (7 responses)
Q9 Do you know anyone personally, outside your organization who has contracted COVID-19?

Answered: 15  Skipped: 0

---

Q10 Are you disinfecting your facility on the large scale? (Spraying it down)

Answered: 15  Skipped: 0
Q11 How have the following changed?

Answered: 15  Skipped: 0
Inventory Levels
- Decreased Significantly (0%)
- Decreased Somewhat (10%)
- Stayed Consistent (20%)
- Increased Somewhat (30%)
- Increased Significantly (40%)

Number of orders...
- Decreased Significantly (0%)
- Decreased Somewhat (10%)
- Stayed Consistent (20%)
- Increased Somewhat (30%)
- Increased Significantly (40%)

Customer receivables...
- Decreased Significantly (0%)
- Decreased Somewhat (10%)
- Stayed Consistent (20%)
- Increased Somewhat (30%)
- Increased Significantly (40%)

Legend:
- Decreased Significantly
- Decreased Somewhat
- Stayed Consistent
- Increased Somewhat
- Increased Significantly
- Increased Significantly
Q12 Are you worried you soon will have to lay off or furlough any staff resulting from the end of the PPP and Care Act benefits?

Answered: 15  Skipped: 0

Yes

No

0% 10% 20% 30% 40% 50% 60% 70% 80% 90% 100%

ANSWER CHOICES  RESPONSES

Yes  26.67%  4

No  73.33%  11

TOTAL  15

Q13 Is your local community seeing a spike in cases currently?

Answered: 15  Skipped: 0

Yes

No

0% 10% 20% 30% 40% 50% 60% 70% 80% 90% 100%
Q14 Has anyone from your organization resumed business travel?

Yes: 33.33% (5 responses)
No: 66.67% (10 responses)

TOTAL: 15 responses

Q15 If business travel has resumed, are you requiring either a negative COVID test before and/or after travel, or instituting a quarantine upon return?

Yes: 40.00% (6 responses)
No: 60.00% (9 responses)

TOTAL: 15 responses
Q16 Since the onset of COVID-19, how likely would you attend the 2021 ABMA Annual Convention in March if it were held in person?

Answered: 15   Skipped: 0

- **Very likely**: 26.67% (4 responses)
- **Possibly Consider It**: 53.33% (8 responses)
- **Very Unlikely**: 20.00% (3 responses)

Q17 Assuming travel restrictions were lifted, would you feel safe traveling and participating in an ABMA in person event in March 2021?

Answered: 15   Skipped: 0
Q18 If the ABMA Annual Convention was to be held virtually, how many hours of programming do you feel is reasonable to attend per day?

Answered: 15   Skipped: 0
### Q19 Is there anything you would like us to ask in a future survey that might help you?

Answered: 2   Skipped: 13