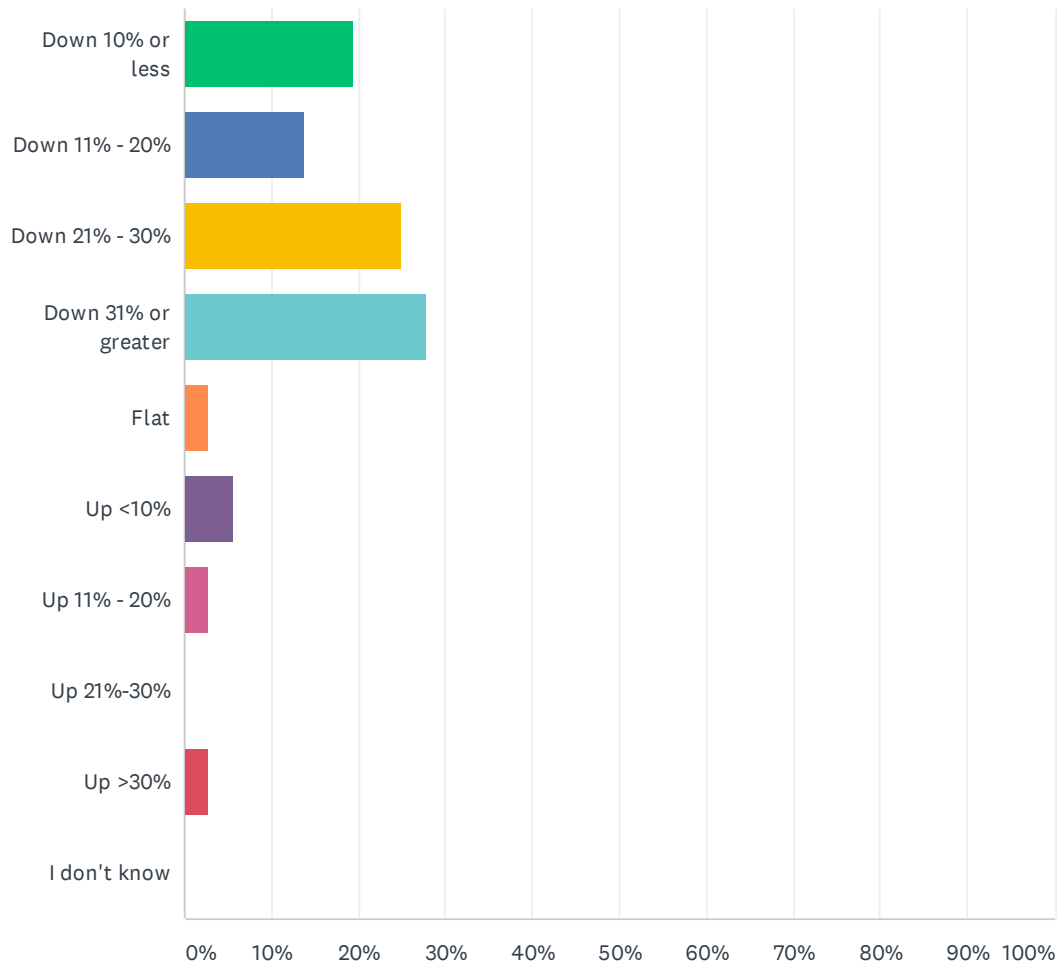


Q1 What has been the impact of COVID-19 on your sales the first two weeks of April versus the last two weeks of March?

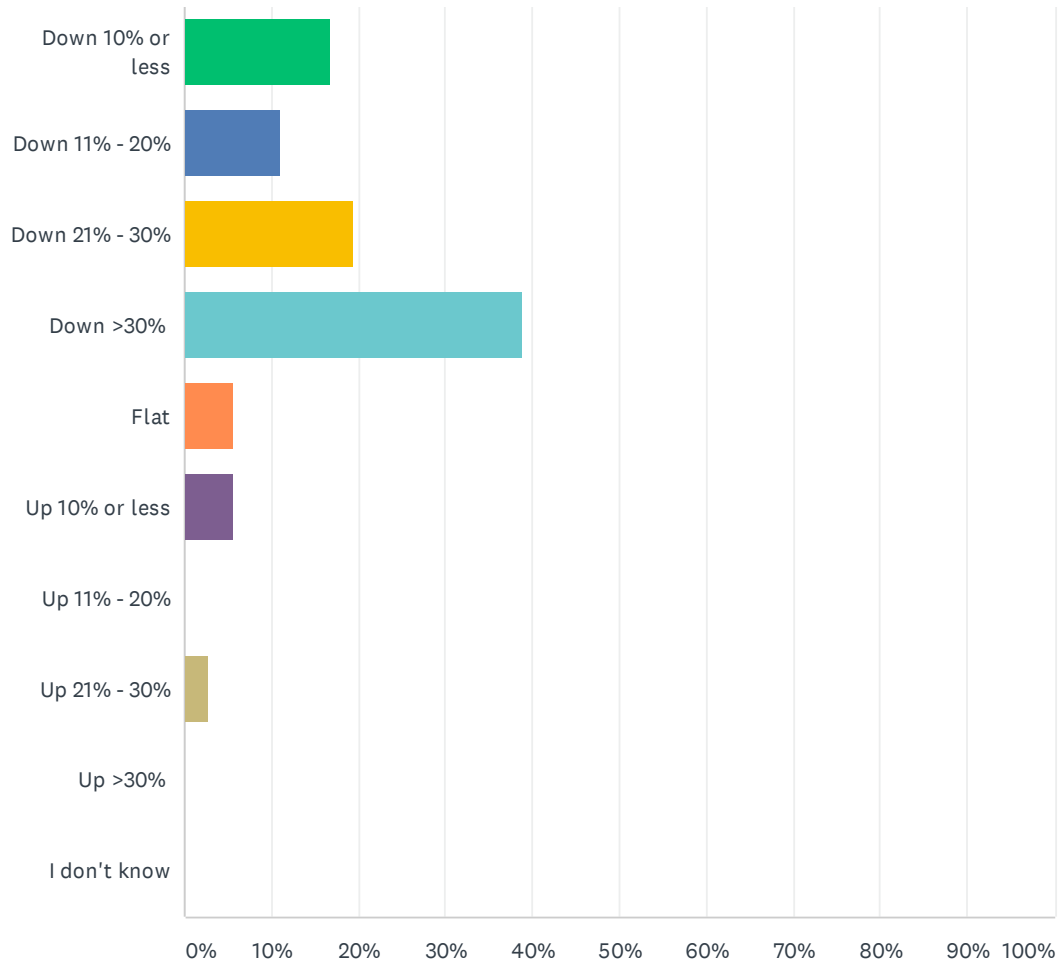
Answered: 36 Skipped: 0



ANSWER CHOICES	RESPONSES	
Down 10% or less	19.44%	7
Down 11% - 20%	13.89%	5
Down 21% - 30%	25.00%	9
Down 31% or greater	27.78%	10
Flat	2.78%	1
Up <10%	5.56%	2
Up 11% - 20%	2.78%	1
Up 21%-30%	0.00%	0
Up >30%	2.78%	1
I don't know	0.00%	0
TOTAL		36

Q2 What is your estimate of the impact of COVID-19 on sales versus the same period last year?

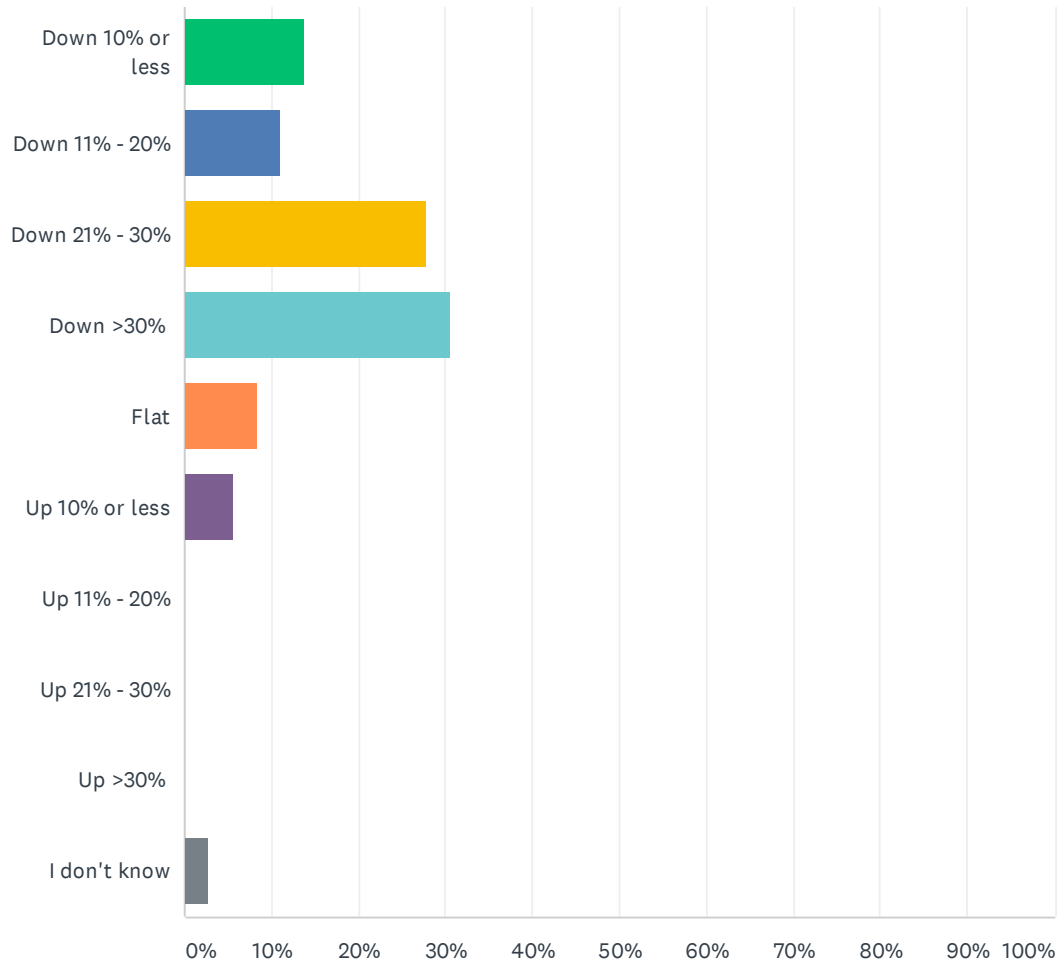
Answered: 36 Skipped: 0



ANSWER CHOICES	RESPONSES
Down 10% or less	16.67% 6
Down 11% - 20%	11.11% 4
Down 21% - 30%	19.44% 7
Down >30%	38.89% 14
Flat	5.56% 2
Up 10% or less	5.56% 2
Up 11% - 20%	0.00% 0
Up 21% - 30%	2.78% 1
Up >30%	0.00% 0
I don't know	0.00% 0
TOTAL	36

Q3 What is your estimate Q2 sales verus Q1?

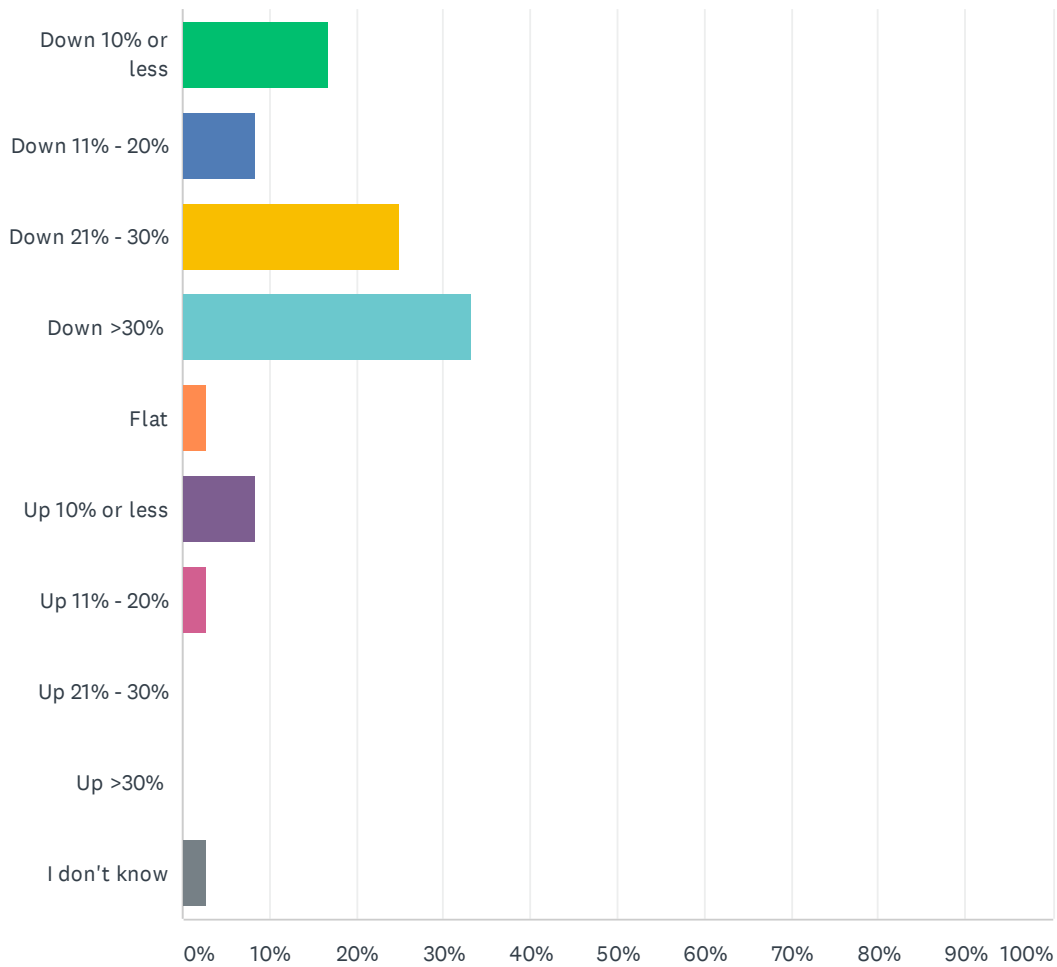
Answered: 36 Skipped: 0



ANSWER CHOICES	RESPONSES
Down 10% or less	13.89% 5
Down 11% - 20%	11.11% 4
Down 21% - 30%	27.78% 10
Down >30%	30.56% 11
Flat	8.33% 3
Up 10% or less	5.56% 2
Up 11% - 20%	0.00% 0
Up 21% - 30%	0.00% 0
Up >30%	0.00% 0
I don't know	2.78% 1
TOTAL	36

Q4 What is your estimate on the COVID-19 impact on sales versus the same period last year?

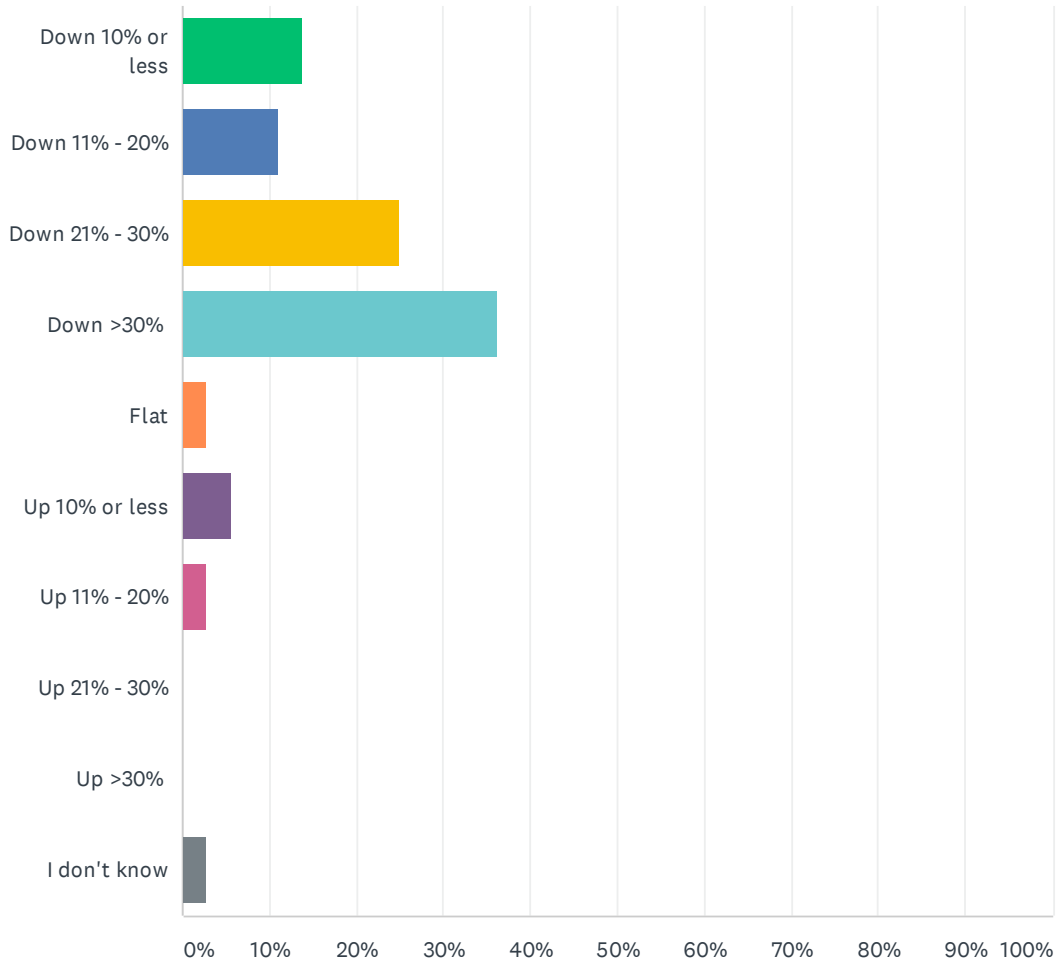
Answered: 36 Skipped: 0



ANSWER CHOICES	RESPONSES
Down 10% or less	16.67% 6
Down 11% - 20%	8.33% 3
Down 21% - 30%	25.00% 9
Down >30%	33.33% 12
Flat	2.78% 1
Up 10% or less	8.33% 3
Up 11% - 20%	2.78% 1
Up 21% - 30%	0.00% 0
Up >30%	0.00% 0
I don't know	2.78% 1
TOTAL	36

Q5 What is your estimate on the COVID-19 impact on expected Q2 sales compared to the same period last year?

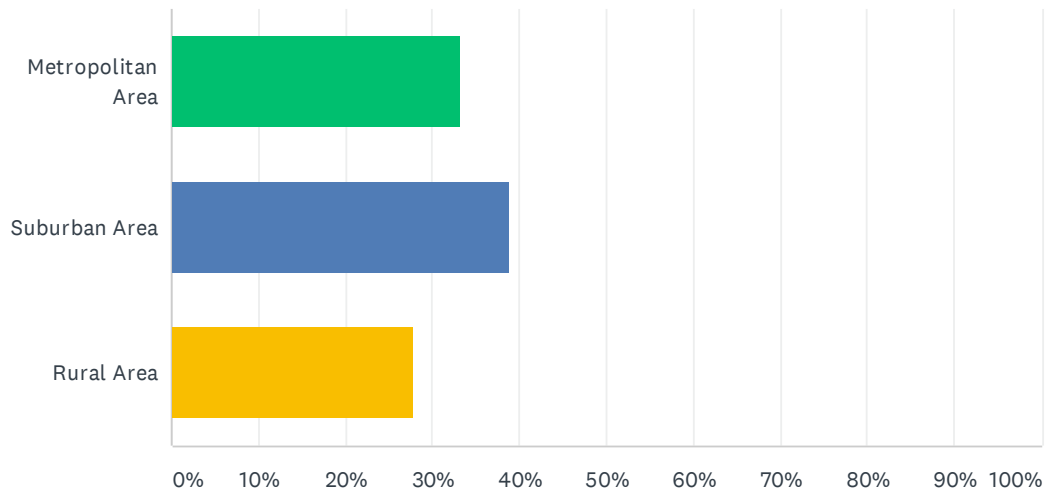
Answered: 36 Skipped: 0



ANSWER CHOICES	RESPONSES	
Down 10% or less	13.89%	5
Down 11% - 20%	11.11%	4
Down 21% - 30%	25.00%	9
Down >30%	36.11%	13
Flat	2.78%	1
Up 10% or less	5.56%	2
Up 11% - 20%	2.78%	1
Up 21% - 30%	0.00%	0
Up >30%	0.00%	0
I don't know	2.78%	1
TOTAL		36

Q6 Are you located in

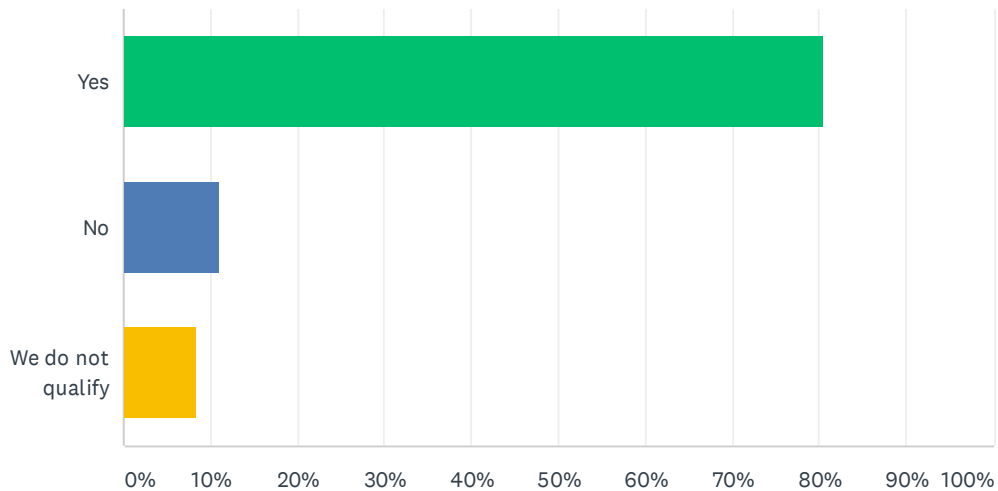
Answered: 36 Skipped: 0



ANSWER CHOICES	RESPONSES
Metropolitan Area	33.33% 12
Suburban Area	38.89% 14
Rural Area	27.78% 10
TOTAL	36

Q7 Has your organization applied for the Payroll Protection Program?

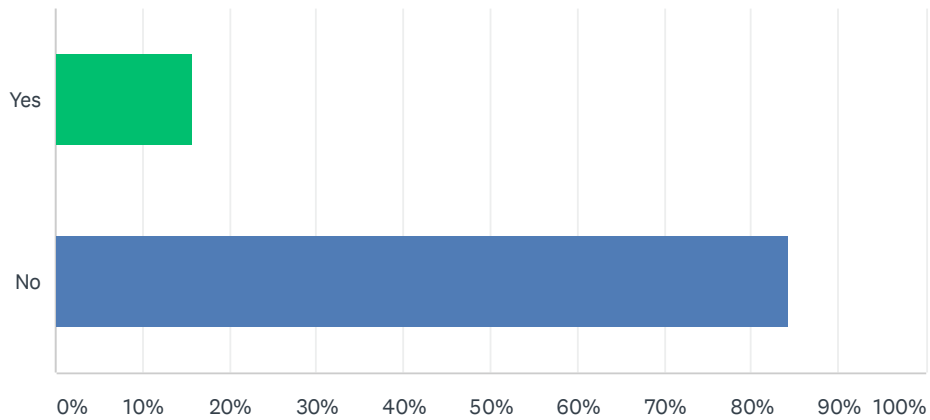
Answered: 36 Skipped: 0



ANSWER CHOICES	RESPONSES
Yes	80.56% 29
No	11.11% 4
We do not qualify	8.33% 3
TOTAL	36

Q8 If your organization has applied for the Payroll Protection Program have you received your money?

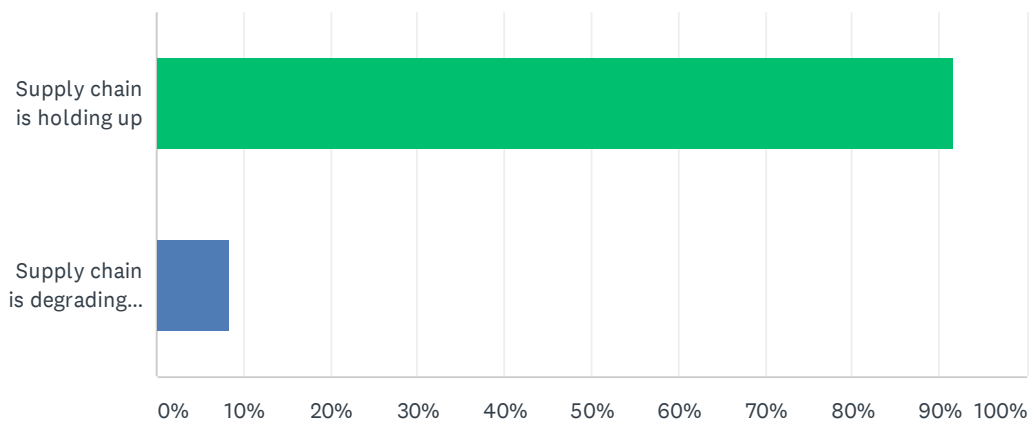
Answered: 32 Skipped: 4



ANSWER CHOICES	RESPONSES	
Yes	15.63%	5
No	84.38%	27
TOTAL		32

Q9 How is your organization's supply chain holding up?

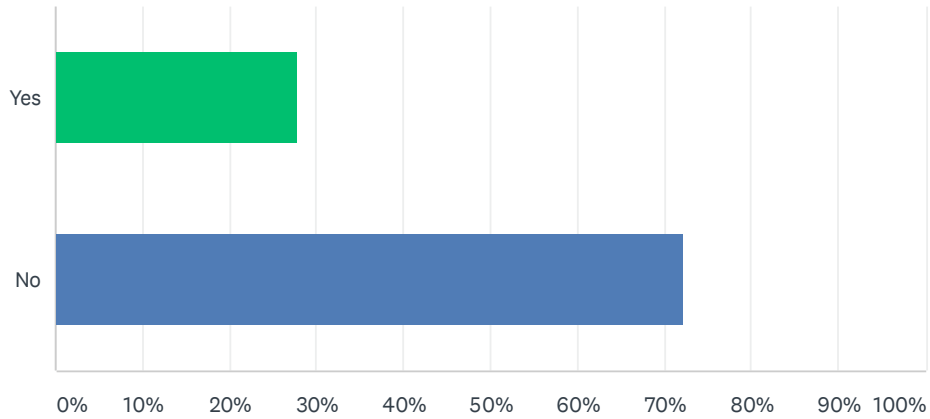
Answered: 36 Skipped: 0



ANSWER CHOICES	RESPONSES	
Supply chain is holding up	91.67%	33
Supply chain is degrading / experiencing shortages or difficulties	8.33%	3
TOTAL		36

Q10 Has anyone from your organization been quarantined?

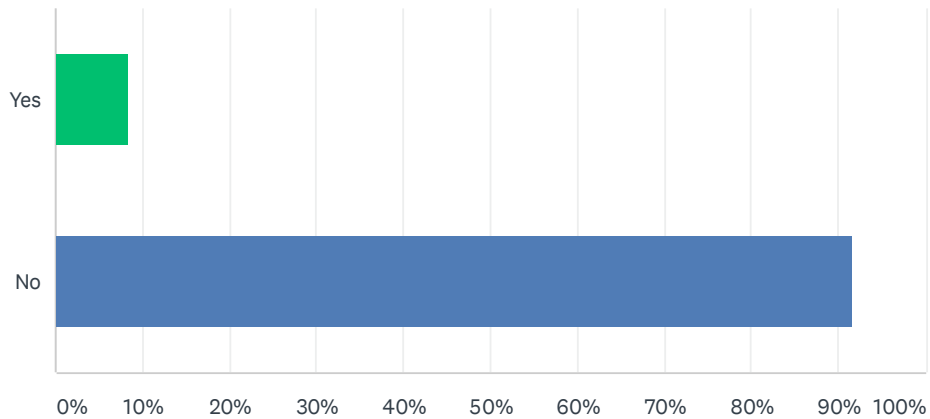
Answered: 36 Skipped: 0



ANSWER CHOICES	RESPONSES	
Yes	27.78%	10
No	72.22%	26
TOTAL		36

Q11 Has anyone in your organization contracted COVID-19?

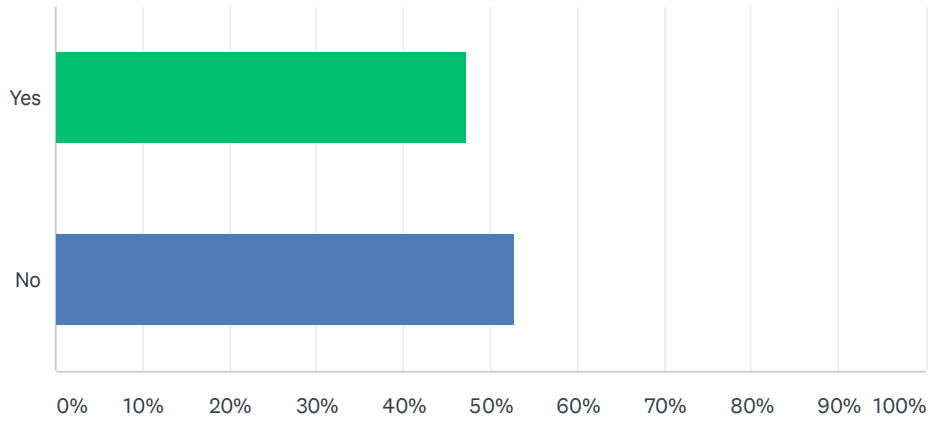
Answered: 36 Skipped: 0



ANSWER CHOICES	RESPONSES	
Yes	8.33%	3
No	91.67%	33
TOTAL		36

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

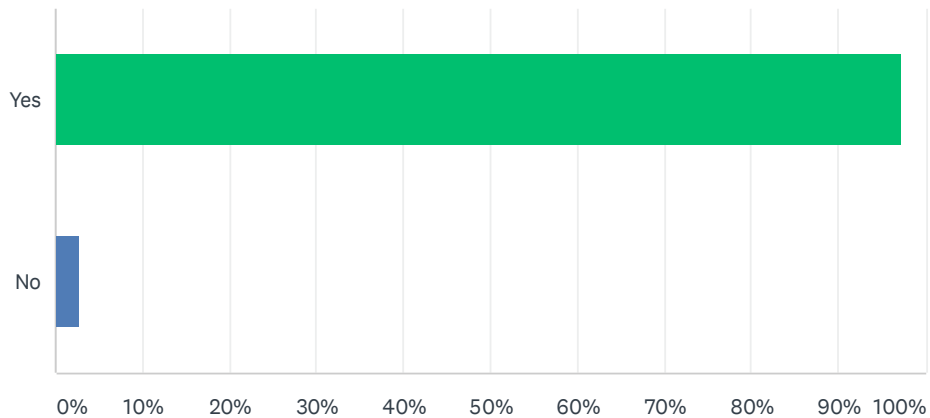
Answered: 36 Skipped: 0



ANSWER CHOICES	RESPONSES
Yes	47.22% 17
No	52.78% 19
TOTAL	36

Q13 Are you social distancing in your operations?

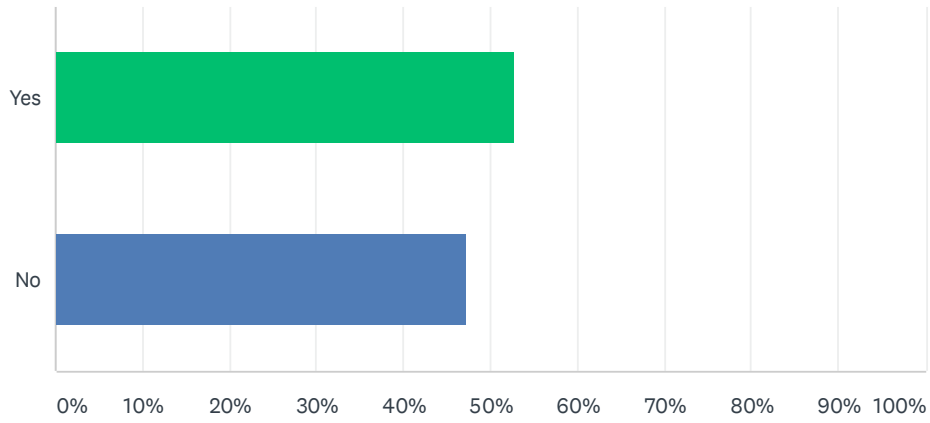
Answered: 36 Skipped: 0



ANSWER CHOICES	RESPONSES
Yes	97.22% 35
No	2.78% 1
TOTAL	36

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

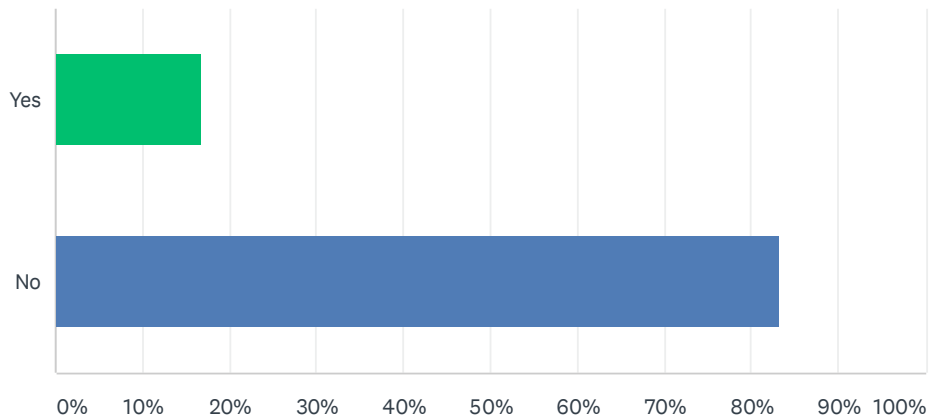
Answered: 36 Skipped: 0



ANSWER CHOICES	RESPONSES	
Yes	52.78%	19
No	47.22%	17
TOTAL		36

Q15 Are you disinfecting incoming mail and incoming deliveries?

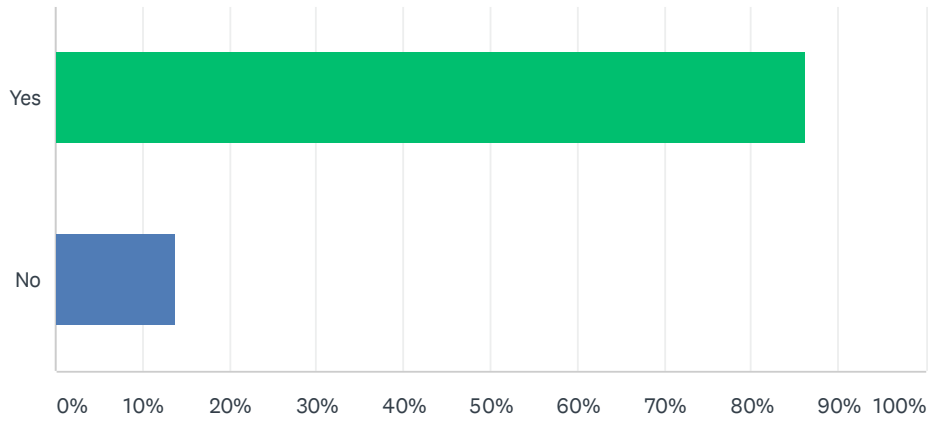
Answered: 36 Skipped: 0



ANSWER CHOICES	RESPONSES	
Yes	16.67%	6
No	83.33%	30
TOTAL		36

Q16 Are you using virtual meeting and training sessions?

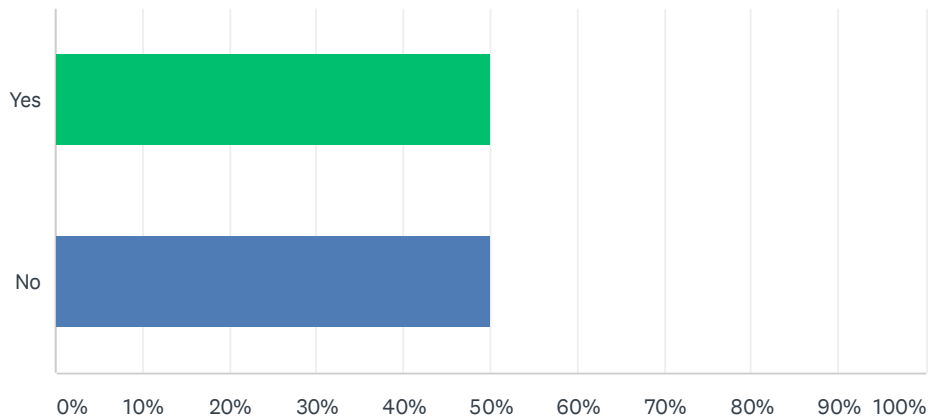
Answered: 36 Skipped: 0



ANSWER CHOICES	RESPONSES	
Yes	86.11%	31
No	13.89%	5
TOTAL		36

Q17 Are you changing delivery and receiving hours or practices?

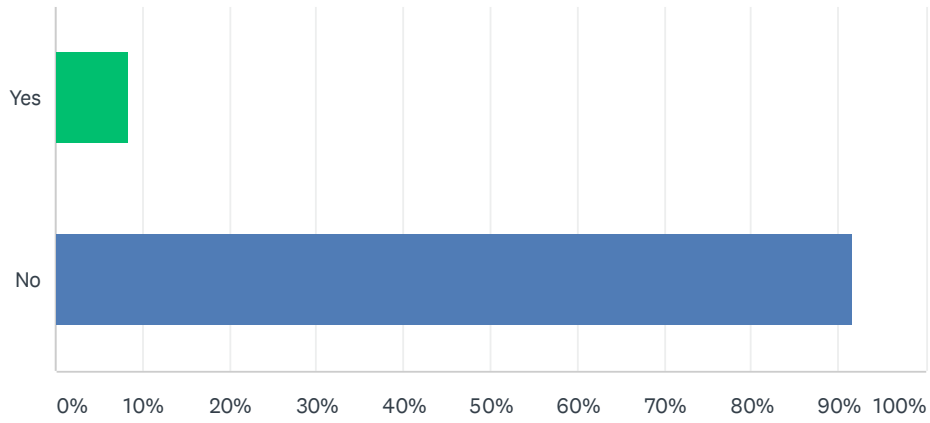
Answered: 36 Skipped: 0



ANSWER CHOICES	RESPONSES	
Yes	50.00%	18
No	50.00%	18
TOTAL		36

Q18 Have you installed plexiglass guards to lessen exposure as needed?

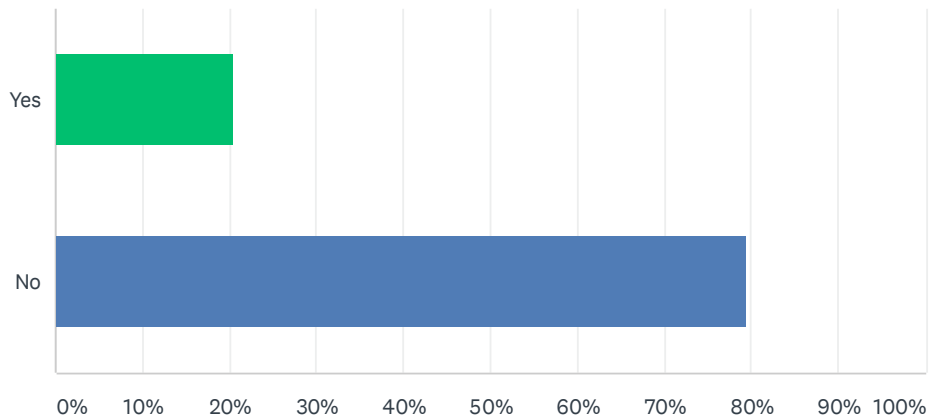
Answered: 36 Skipped: 0



ANSWER CHOICES	RESPONSES
Yes	8.33% 3
No	91.67% 33
TOTAL	36

Q19 Have you seen an increase in your organization website activity?

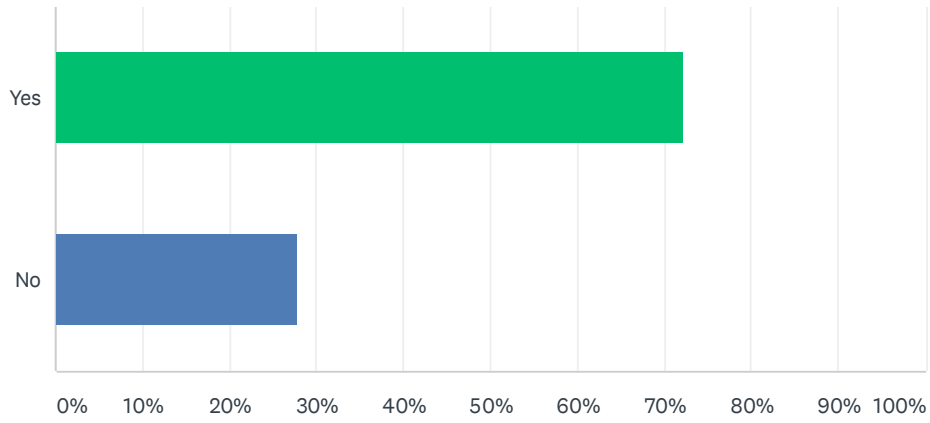
Answered: 34 Skipped: 2



ANSWER CHOICES	RESPONSES
Yes	20.59% 7
No	79.41% 27
TOTAL	34

Q20 Have you seen changes in accounts receivable payments or requests for changes to payment terms?

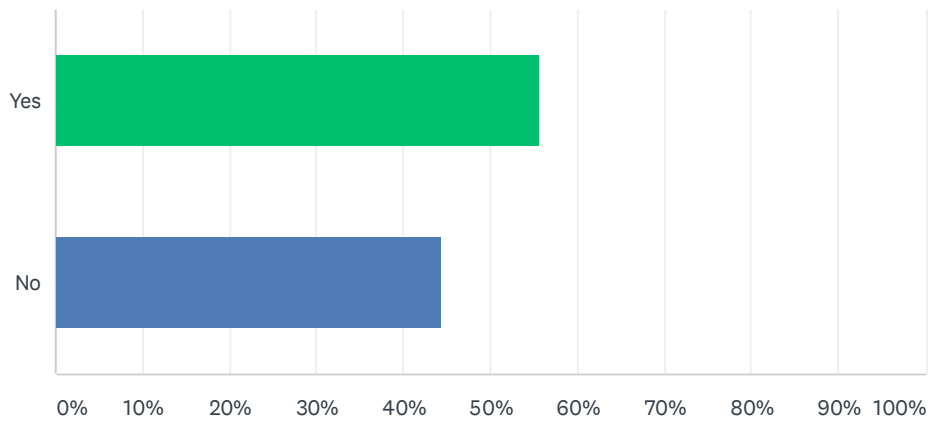
Answered: 36 Skipped: 0



ANSWER CHOICES	RESPONSES	
Yes	72.22%	26
No	27.78%	10
TOTAL		36

Q21 Are you utilizing staff to undertake training initiatives or special projects during this time?

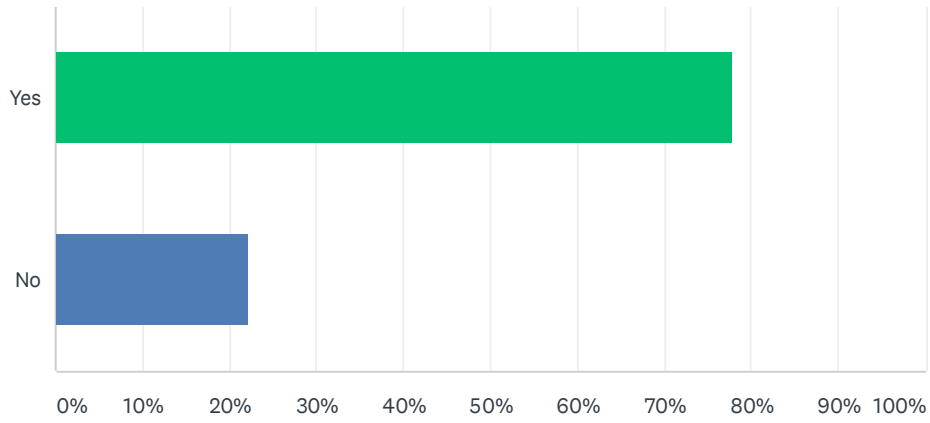
Answered: 36 Skipped: 0



ANSWER CHOICES	RESPONSES	
Yes	55.56%	20
No	44.44%	16
TOTAL		36

Q22 Are you conducting weekly or daily meetings to update staff?

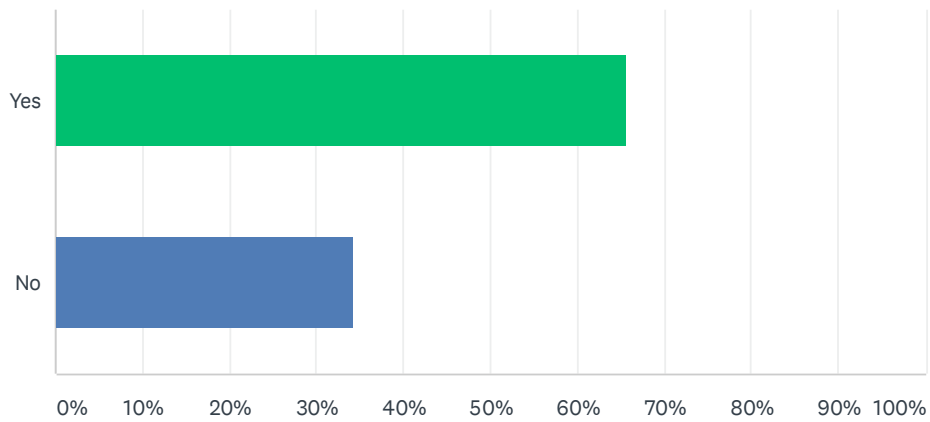
Answered: 36 Skipped: 0



ANSWER CHOICES	RESPONSES
Yes	77.78% 28
No	22.22% 8
TOTAL	36

Q23 Have you adjusted PTO or sick leave policies to account for COVID-19

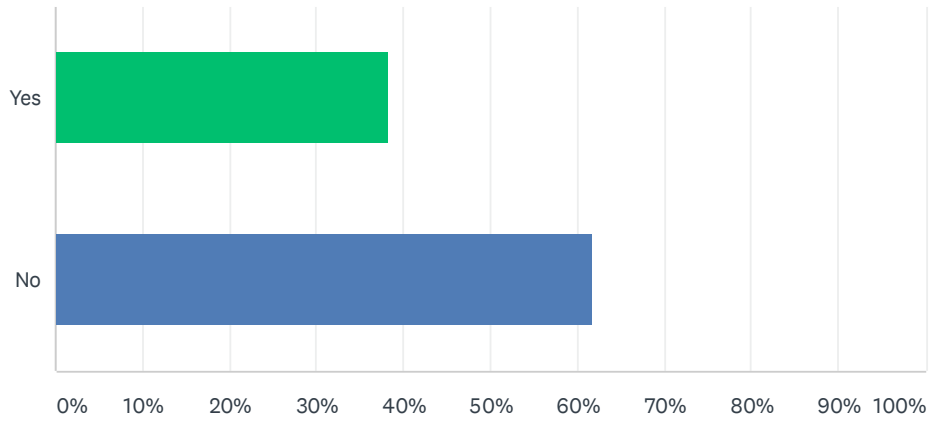
Answered: 35 Skipped: 1



ANSWER CHOICES	RESPONSES
Yes	65.71% 23
No	34.29% 12
TOTAL	35

Q24 Have you implemented compensation changes to account for COVID-19?

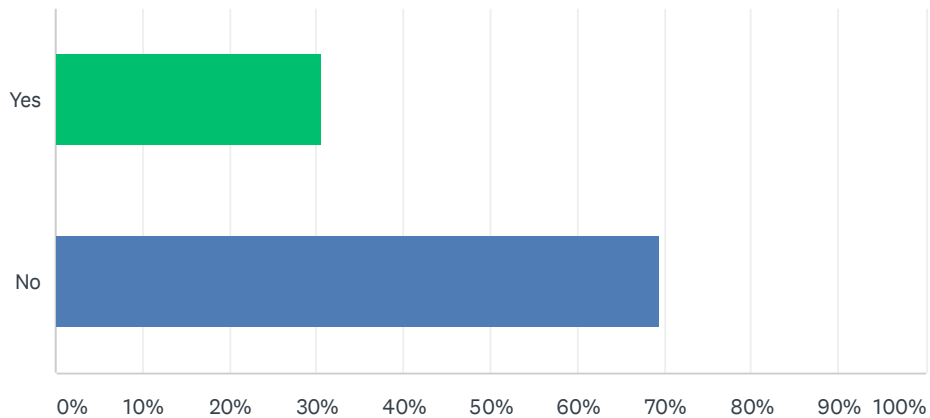
Answered: 34 Skipped: 2



ANSWER CHOICES	RESPONSES
Yes	38.24% 13
No	61.76% 21
TOTAL	34

Q25 Have you laid off or furloughed any staff resulting from COVID-19?

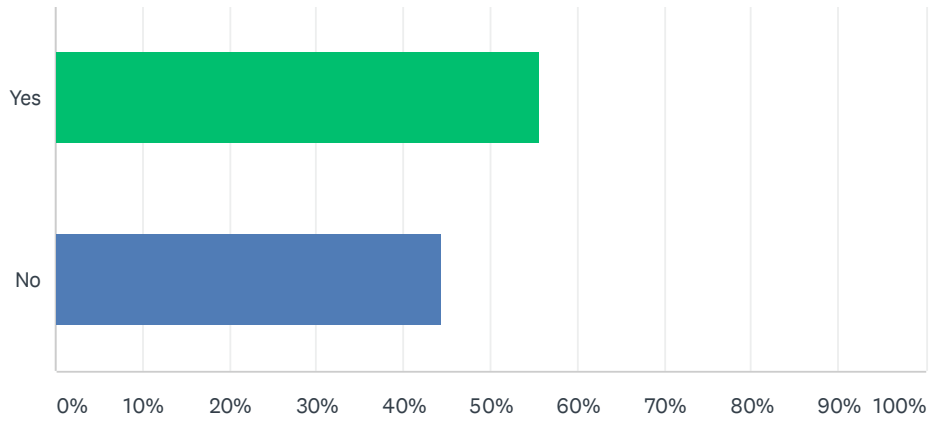
Answered: 36 Skipped: 0



ANSWER CHOICES	RESPONSES
Yes	30.56% 11
No	69.44% 25
TOTAL	36

Q26 Have you made any changes your work hours or shifts resulting from COVID-19?

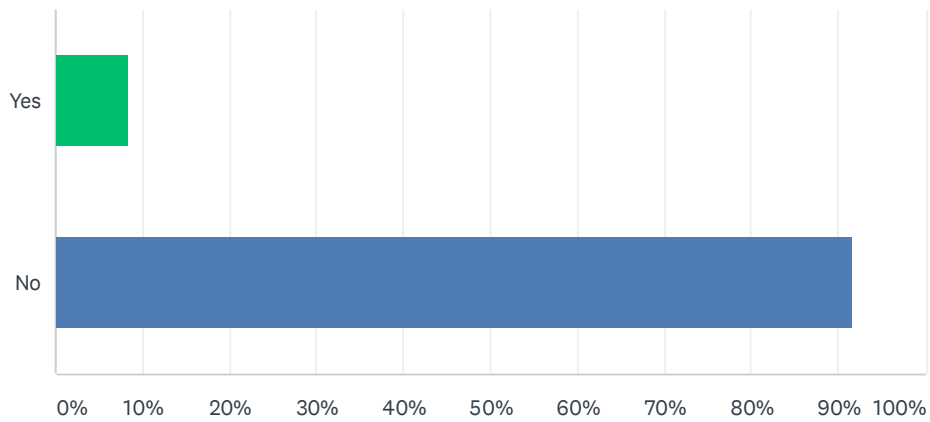
Answered: 36 Skipped: 0



ANSWER CHOICES	RESPONSES	
Yes	55.56%	20
No	44.44%	16
TOTAL		36

Q27 Have you closed any offices, branches or plants resulting from COVID-19?

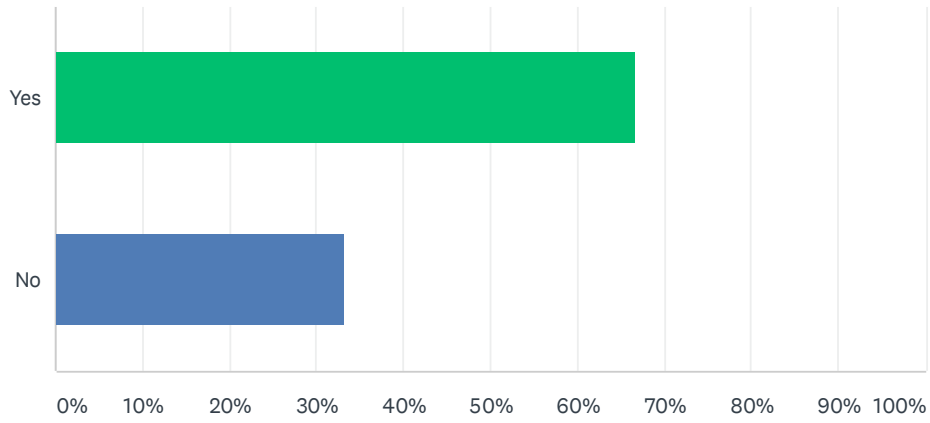
Answered: 36 Skipped: 0



ANSWER CHOICES	RESPONSES	
Yes	8.33%	3
No	91.67%	33
TOTAL		36

Q28 Has your organization begun planning for the eventual recovery and loosening of restrictions?

Answered: 36 Skipped: 0



ANSWER CHOICES	RESPONSES	
Yes	66.67%	24
No	33.33%	12
TOTAL		36

Q29 Is there anything you would like us to ask in a future survey that might help you?

Answered: 8 Skipped: 28