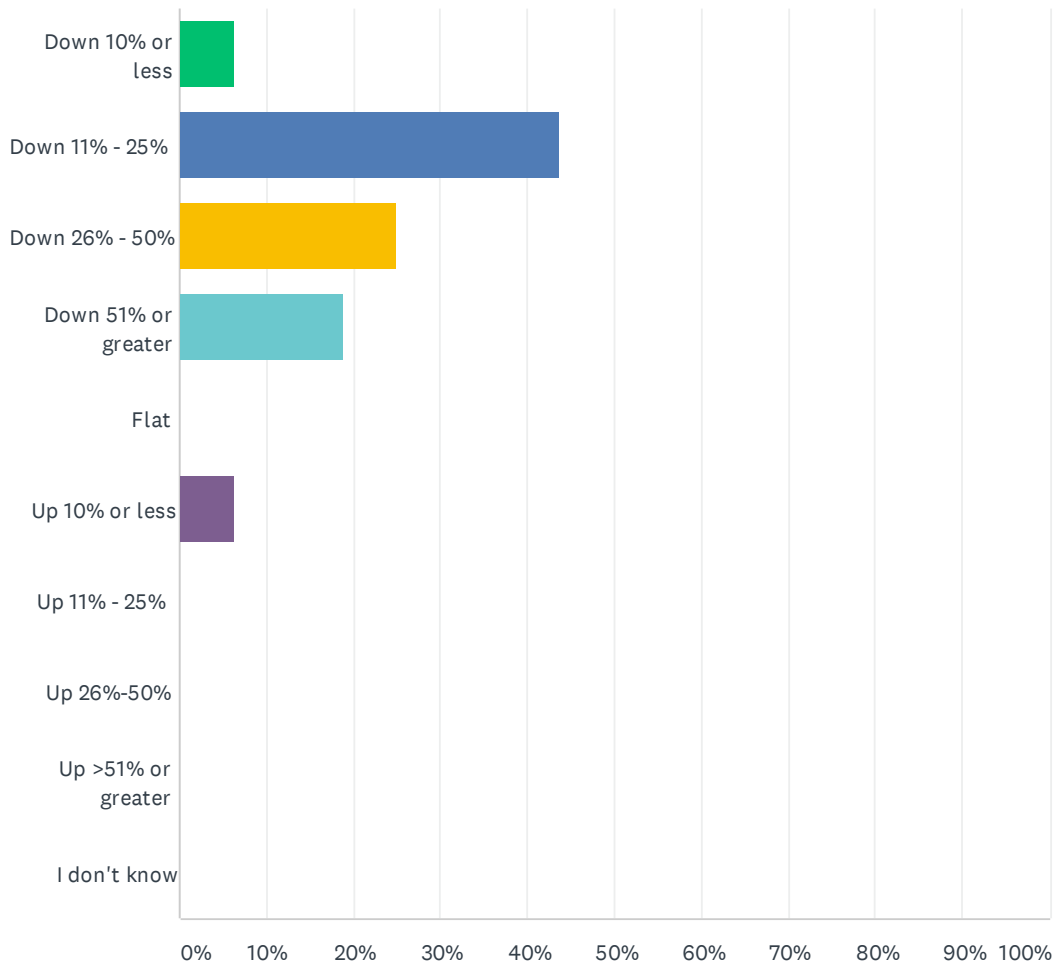


Q1 What has been the impact of COVID-19 on your sales in May 2020 versus May 2019?

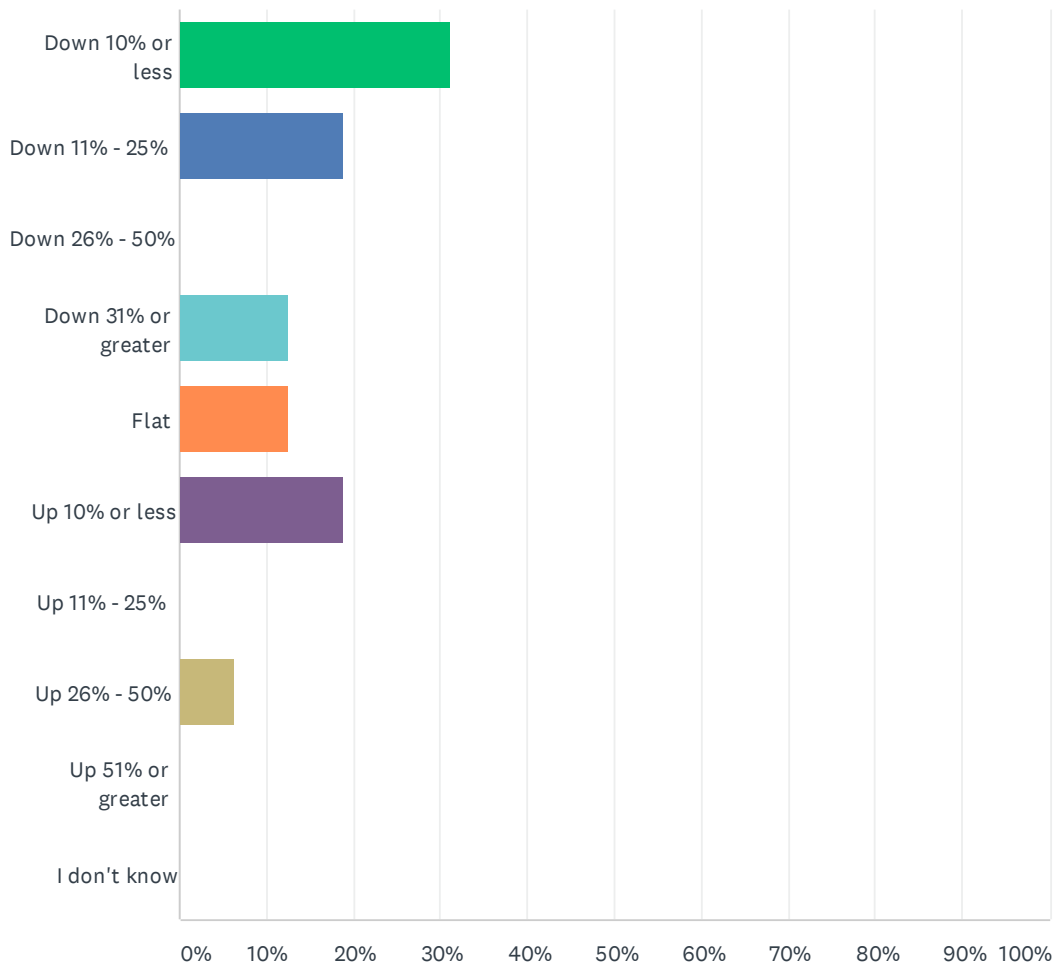
Answered: 16 Skipped: 0



ANSWER CHOICES	RESPONSES	
Down 10% or less	6.25%	1
Down 11% - 25%	43.75%	7
Down 26% - 50%	25.00%	4
Down 51% or greater	18.75%	3
Flat	0.00%	0
Up 10% or less	6.25%	1
Up 11% - 25%	0.00%	0
Up 26%-50%	0.00%	0
Up >51% or greater	0.00%	0
I don't know	0.00%	0
TOTAL		16

Q2 What is your sales estimate for June 2020 compared to May 2020?

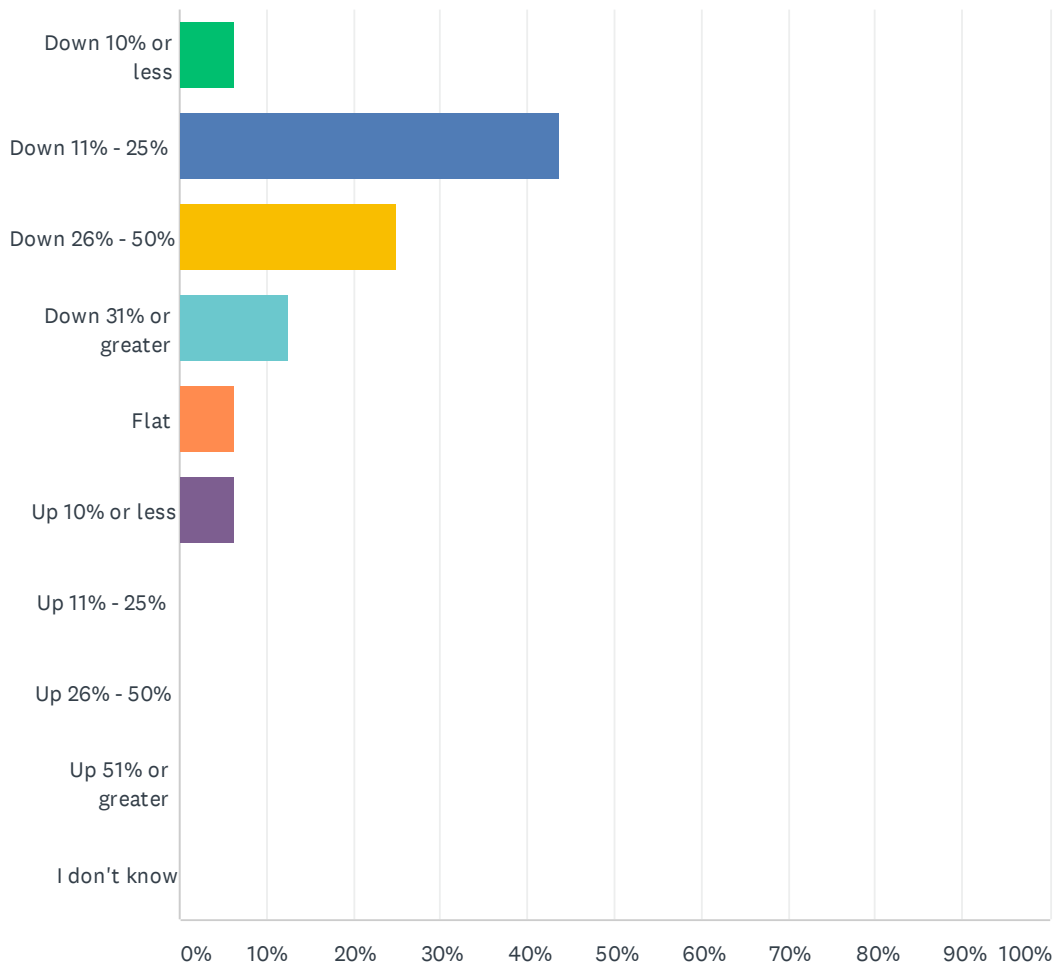
Answered: 16 Skipped: 0



ANSWER CHOICES	RESPONSES	
Down 10% or less	31.25%	5
Down 11% - 25%	18.75%	3
Down 26% - 50%	0.00%	0
Down 31% or greater	12.50%	2
Flat	12.50%	2
Up 10% or less	18.75%	3
Up 11% - 25%	0.00%	0
Up 26% - 50%	6.25%	1
Up 51% or greater	0.00%	0
I don't know	0.00%	0
TOTAL		16

Q3 What is your sales estimate for June 2020 compared to June 2019?

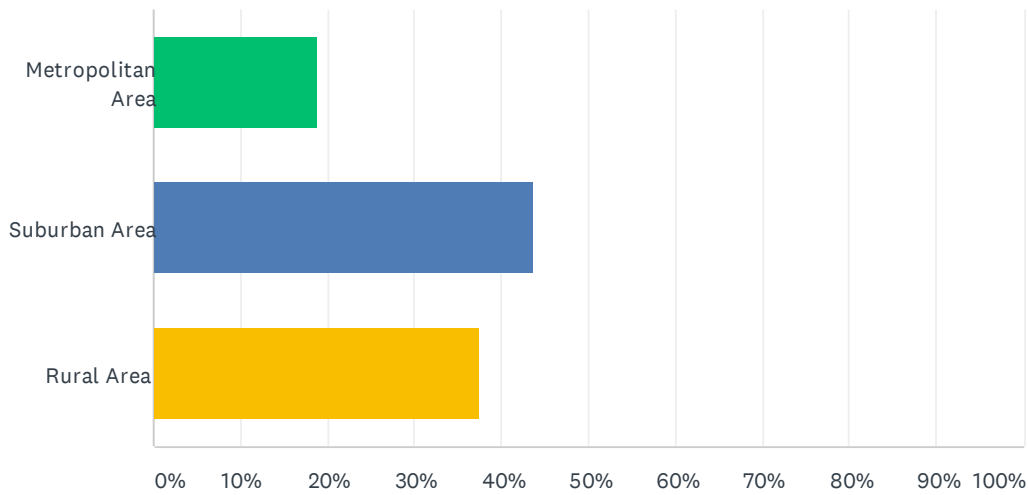
Answered: 16 Skipped: 0



ANSWER CHOICES	RESPONSES
Down 10% or less	6.25% 1
Down 11% - 25%	43.75% 7
Down 26% - 50%	25.00% 4
Down 31% or greater	12.50% 2
Flat	6.25% 1
Up 10% or less	6.25% 1
Up 11% - 25%	0.00% 0
Up 26% - 50%	0.00% 0
Up 51% or greater	0.00% 0
I don't know	0.00% 0
TOTAL	16

Q4 Are you located in

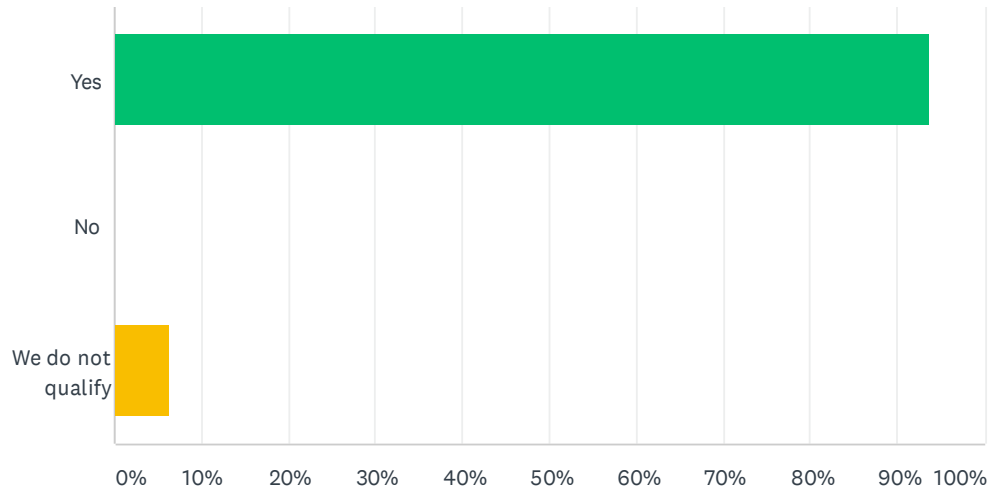
Answered: 16 Skipped: 0



ANSWER CHOICES	RESPONSES
Metropolitan Area	18.75% 3
Suburban Area	43.75% 7
Rural Area	37.50% 6
TOTAL	16

Q5 Has your organization applied for the Payroll Protection Program?

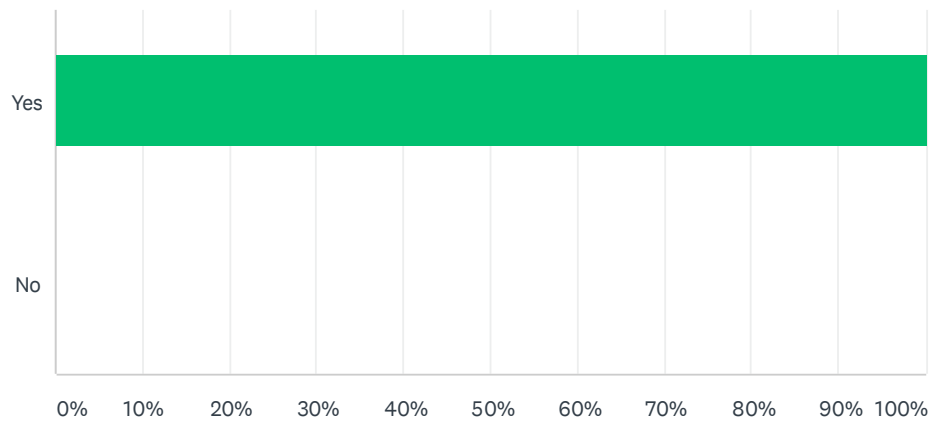
Answered: 16 Skipped: 0



ANSWER CHOICES	RESPONSES	
Yes	93.75%	15
No	0.00%	0
We do not qualify	6.25%	1
TOTAL		16

Q6 If your organization has applied for the Payroll Protection Program have you received your money?

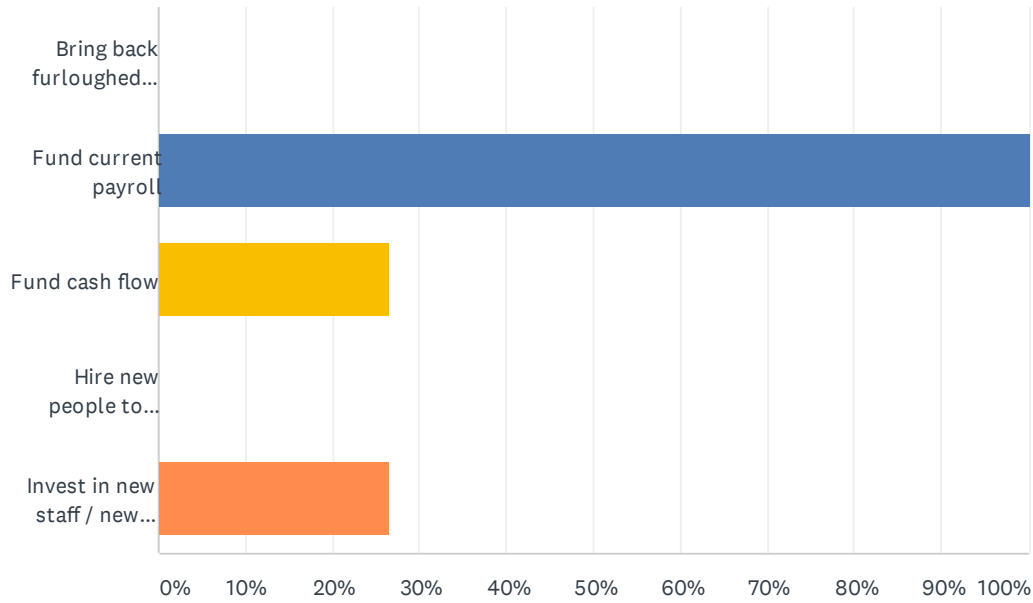
Answered: 15 Skipped: 1



ANSWER CHOICES	RESPONSES	
Yes	100.00%	15
No	0.00%	0
TOTAL		15

Q7 If you received PPP funding, how will those funds be used? (Check all that apply)

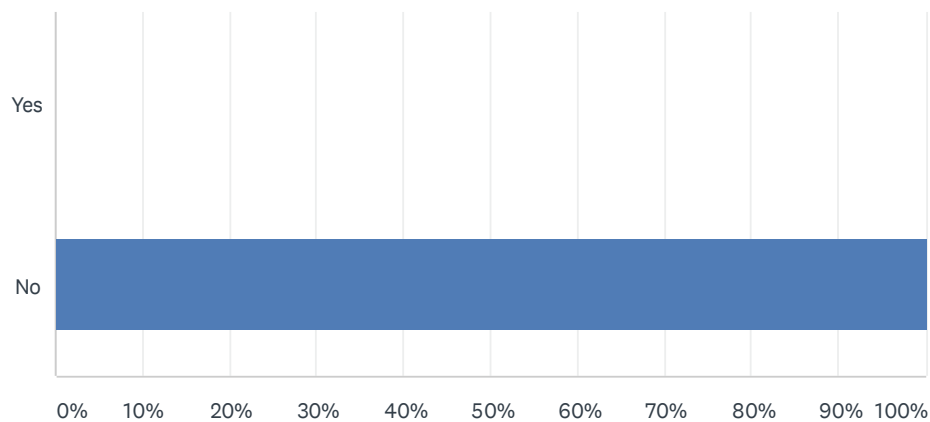
Answered: 15 Skipped: 1



ANSWER CHOICES	RESPONSES	
Bring back furloughed staff	0.00%	0
Fund current payroll	100.00%	15
Fund cash flow	26.67%	4
Hire new people to replace laid off staff	0.00%	0
Invest in new staff / new roles	26.67%	4
Total Respondents: 15		

Q8 Have you completed a PPP Loan Forgiveness Application Form yet?

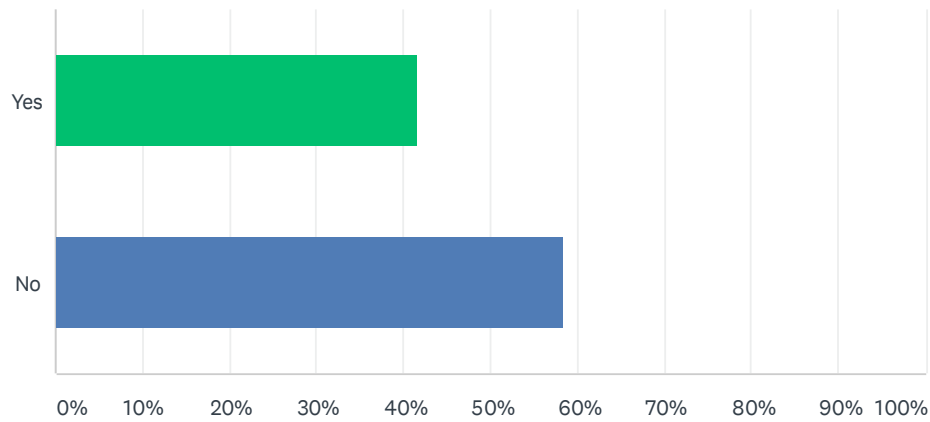
Answered: 15 Skipped: 1



ANSWER CHOICES	RESPONSES	
Yes	0.00%	0
No	100.00%	15
TOTAL		15

Q9 If hiring, are you finding qualified candidates?

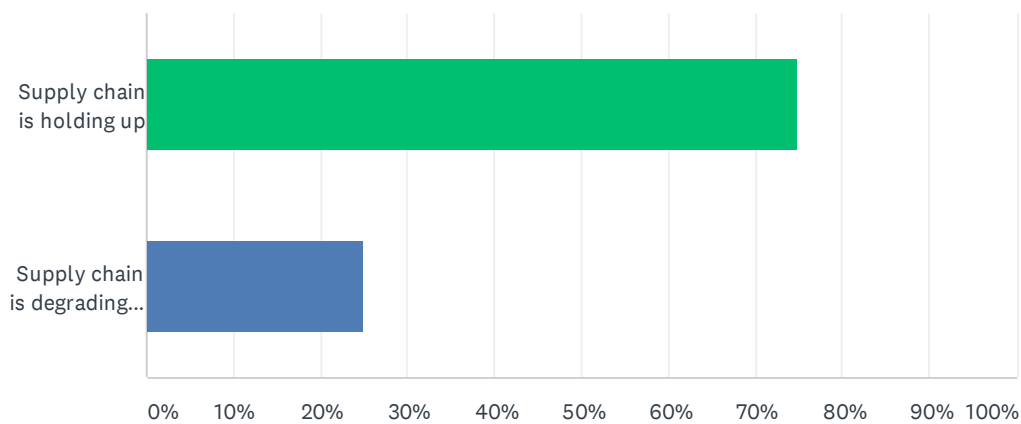
Answered: 12 Skipped: 4



ANSWER CHOICES	RESPONSES	
Yes	41.67%	5
No	58.33%	7
TOTAL		12

Q10 How is your organization's supply chain holding up?

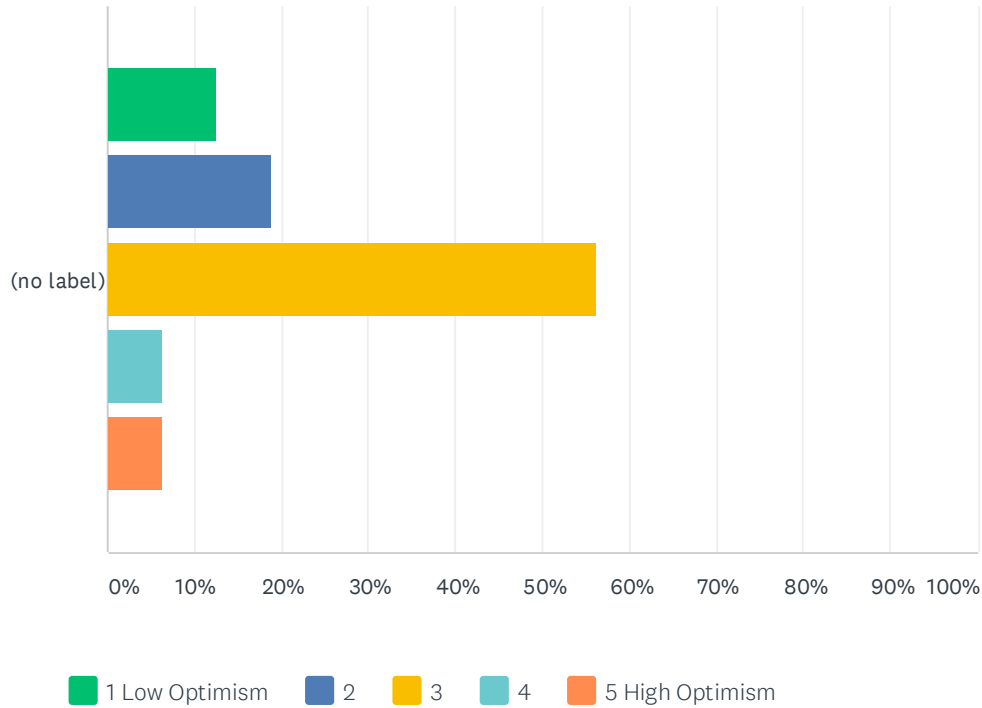
Answered: 16 Skipped: 0



ANSWER CHOICES	RESPONSES	
Supply chain is holding up	75.00%	12
Supply chain is degrading / experiencing shortages or difficulties	25.00%	4
TOTAL		16

Q11 On a scale of 1 to 5, how optimistic are your customers for the summer?

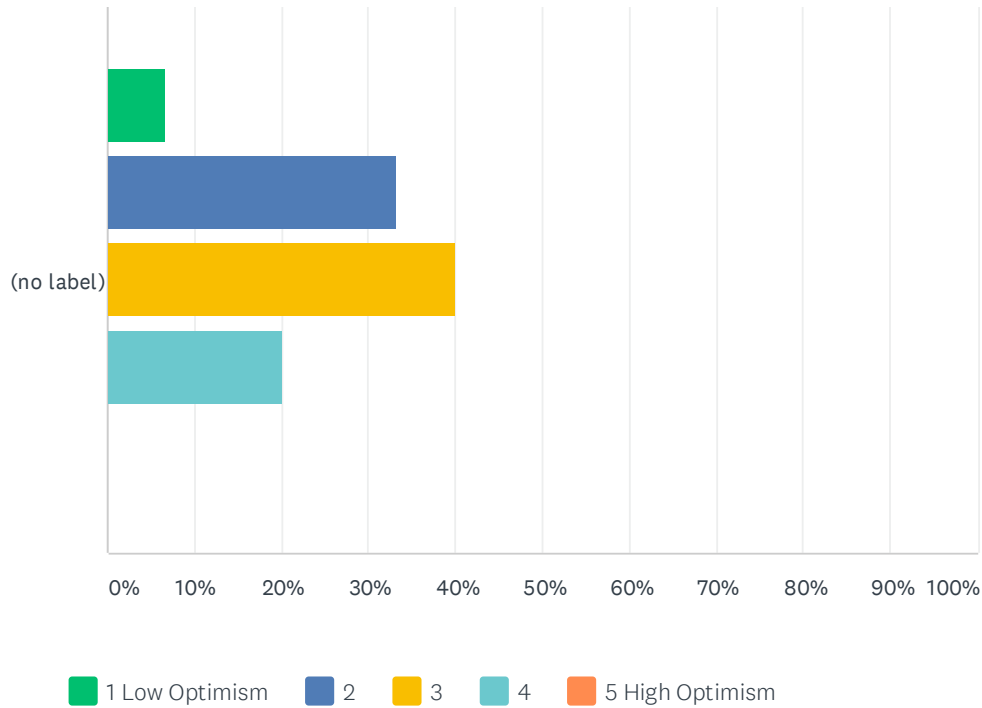
Answered: 16 Skipped: 0



	1 LOW OPTIMISM	2	3	4	5 HIGH OPTIMISM	TOTAL	WEIGHTED AVERAGE
(no label)	12.50%	18.75%	56.25%	6.25%	6.25%	16	2.75
	2	3	9	1	1		

Q12 On a scale of 1 to 5, how optimistic are your customers for the balance of the year?

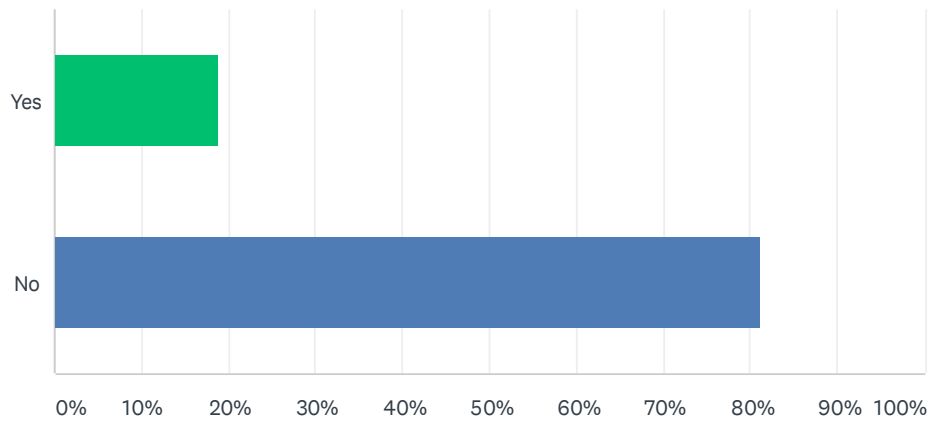
Answered: 15 Skipped: 1



	1 LOW OPTIMISM	2	3	4	5 HIGH OPTIMISM	TOTAL	WEIGHTED AVERAGE
(no label)	6.67%	33.33%	40.00%	20.00%	0.00%		
	1	5	6	3	0	15	2.73

Q13 Has anyone from your organization been quarantined?

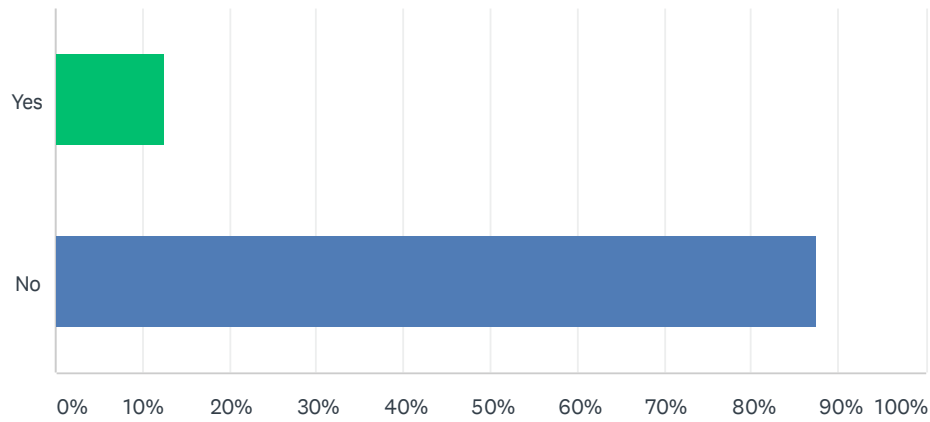
Answered: 16 Skipped: 0



ANSWER CHOICES	RESPONSES
Yes	18.75% 3
No	81.25% 13
TOTAL	16

Q14 Has anyone in your organization contracted COVID-19?

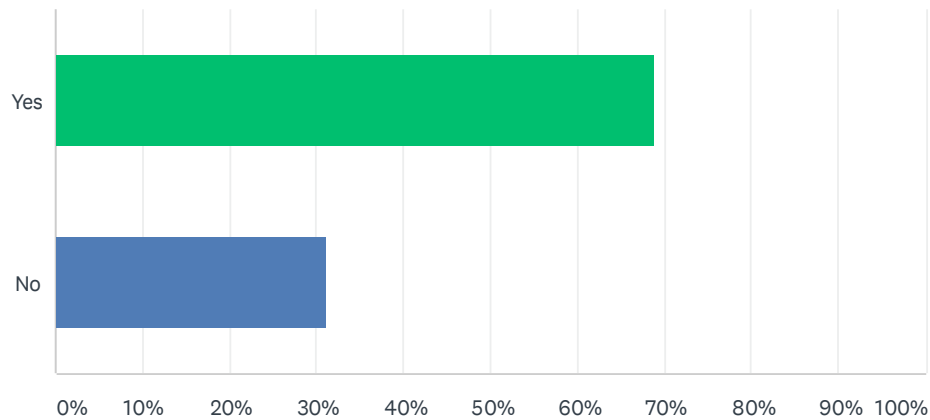
Answered: 16 Skipped: 0



ANSWER CHOICES	RESPONSES
Yes	12.50% 2
No	87.50% 14
TOTAL	16

Q15 Do you know anyone personally, outside your organization who has contracted COVID-19?

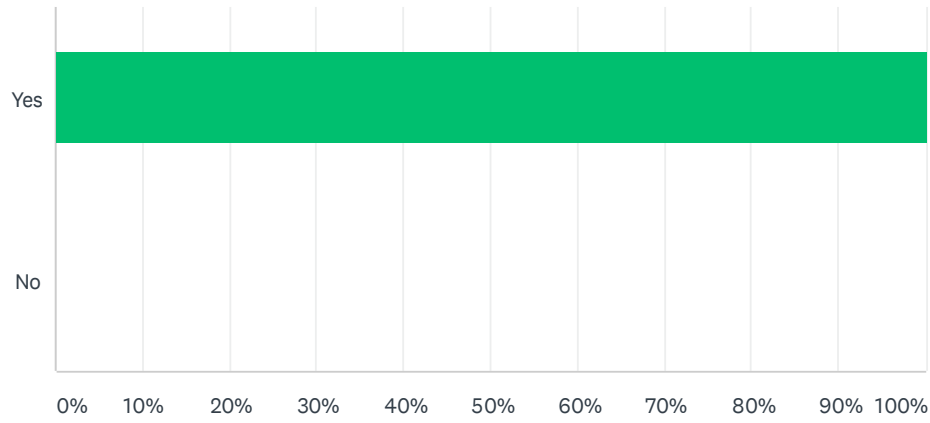
Answered: 16 Skipped: 0



ANSWER CHOICES	RESPONSES
Yes	68.75% 11
No	31.25% 5
TOTAL	16

Q16 Are you social distancing in your operations?

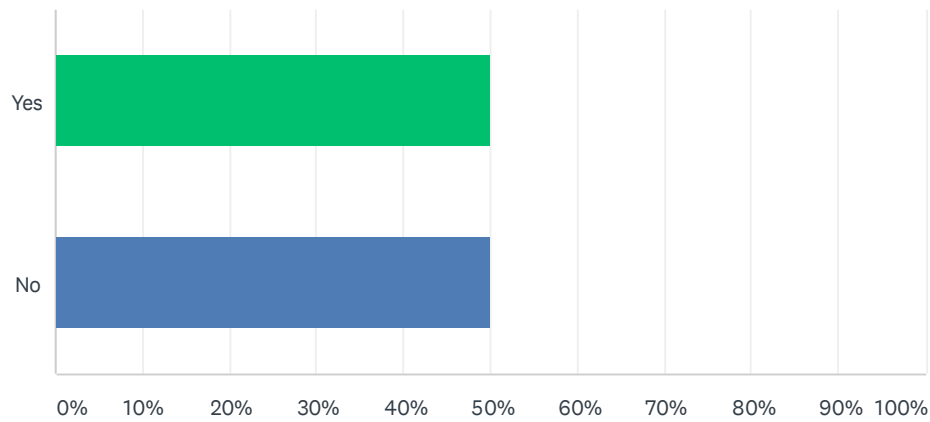
Answered: 16 Skipped: 0



ANSWER CHOICES	RESPONSES
Yes	100.00% 16
No	0.00% 0
TOTAL	16

Q17 Are you disinfecting your facility on the large scale? (Spraying it down)

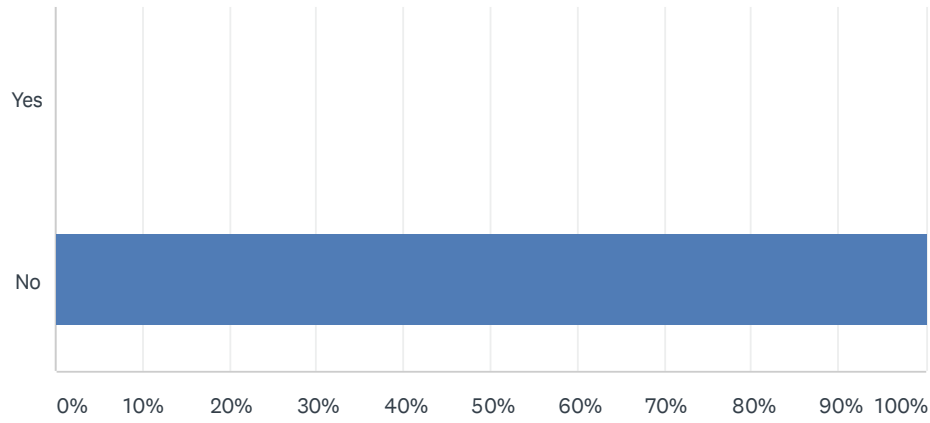
Answered: 16 Skipped: 0



ANSWER CHOICES	RESPONSES
Yes	50.00% 8
No	50.00% 8
TOTAL	16

Q18 Are you disinfecting incoming mail and incoming deliveries?

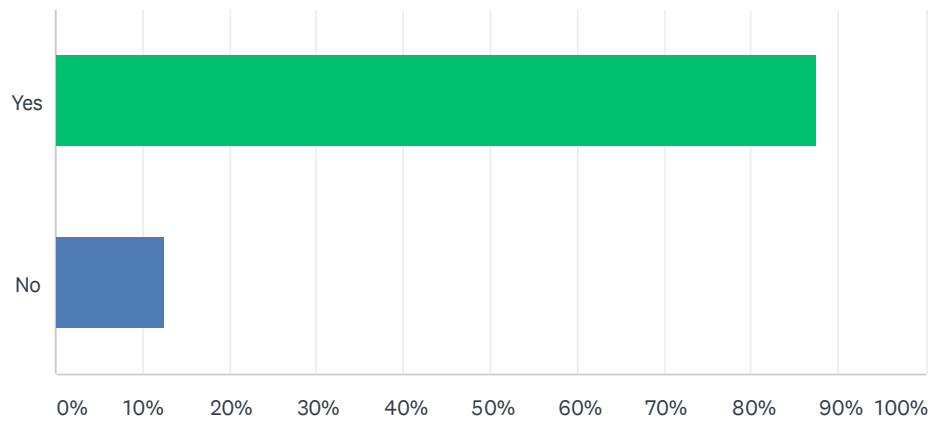
Answered: 16 Skipped: 0



ANSWER CHOICES	RESPONSES
Yes	0.00% 0
No	100.00% 16
TOTAL	16

Q19 Are you requiring or allowing PPE (masks, gowns or shields) in your operation?

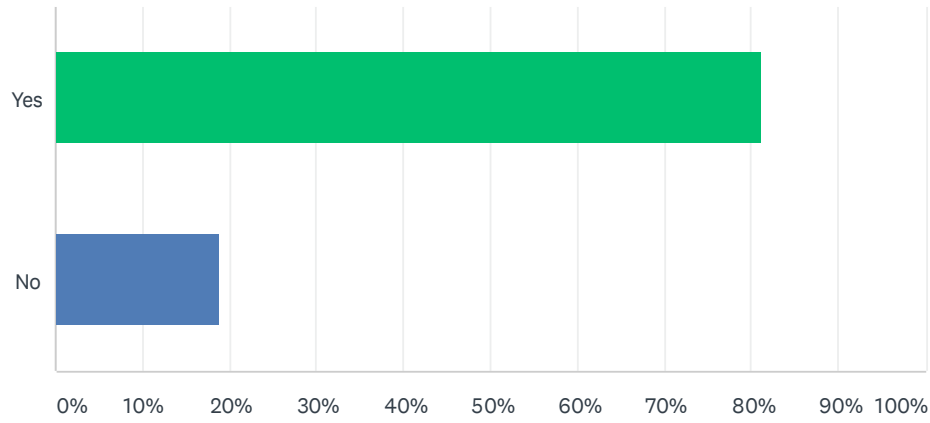
Answered: 16 Skipped: 0



ANSWER CHOICES	RESPONSES
Yes	87.50% 14
No	12.50% 2
TOTAL	16

Q20 Are you using virtual meeting and training sessions?

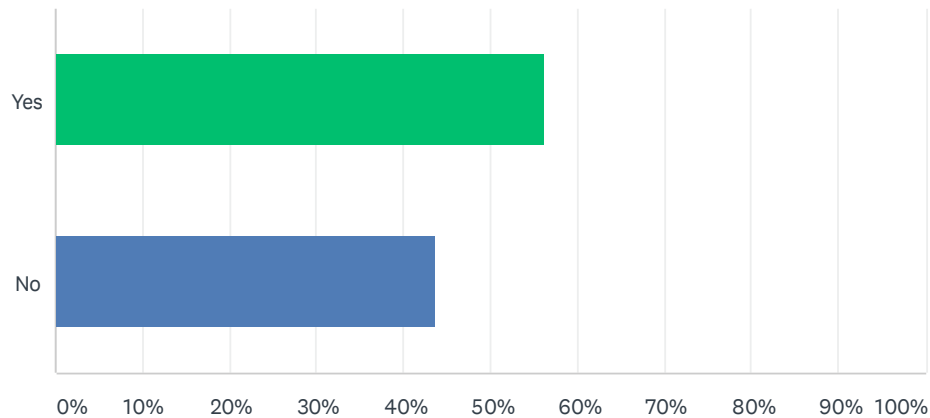
Answered: 16 Skipped: 0



ANSWER CHOICES	RESPONSES
Yes	81.25% 13
No	18.75% 3
TOTAL	16

Q21 Are you changing delivery and receiving hours or practices?

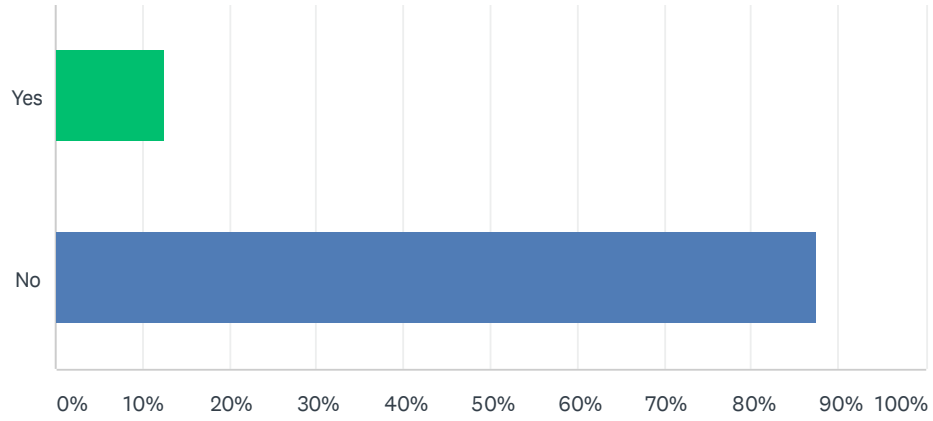
Answered: 16 Skipped: 0



ANSWER CHOICES	RESPONSES
Yes	56.25% 9
No	43.75% 7
TOTAL	16

Q22 Have you installed plexiglass guards to lessen exposure as needed?

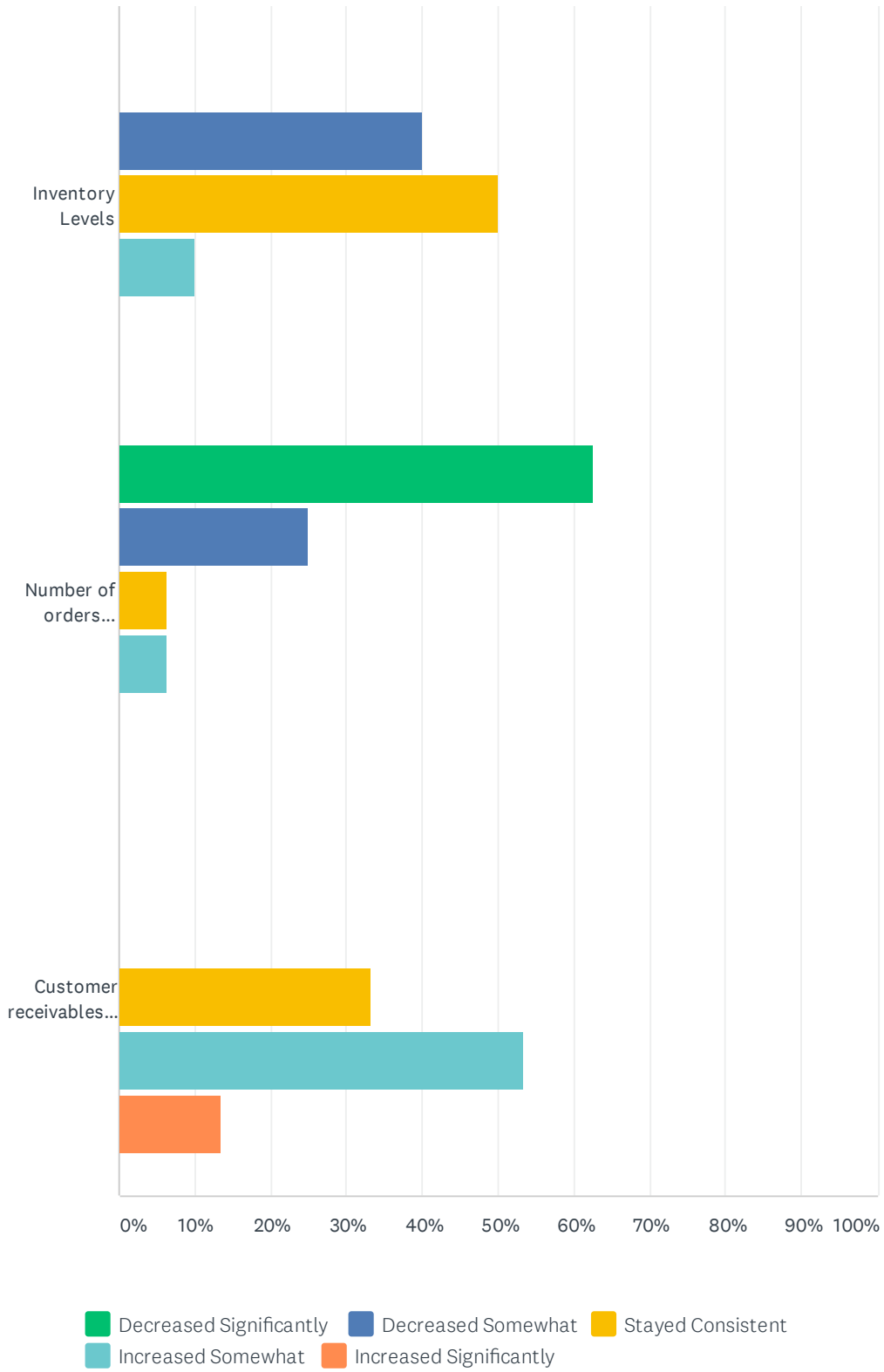
Answered: 16 Skipped: 0



ANSWER CHOICES	RESPONSES
Yes	12.50% 2
No	87.50% 14
TOTAL	16

Q23 How have the following changed?

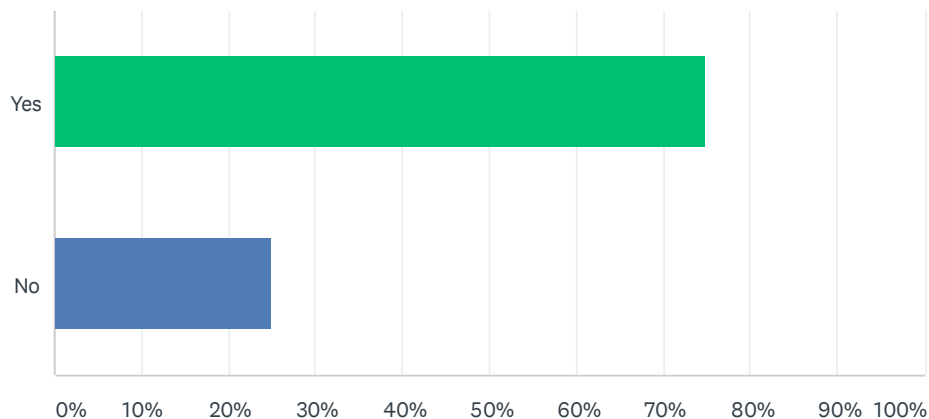
Answered: 16 Skipped: 0



	DECREASED SIGNIFICANTLY	DECREASED SOMEWHAT	STAYED CONSISTENT	INCREASED SOMEWHAT	INCREASED SIGNIFICANTLY	TOTAL
Inventory Levels	0.00% 0	40.00% 4	50.00% 5	10.00% 1	0.00% 0	10
Number of orders customers are placing	62.50% 10	25.00% 4	6.25% 1	6.25% 1	0.00% 0	16
Customer receivables (Days outstanding)	0.00% 0	0.00% 0	33.33% 5	53.33% 8	13.33% 2	15

Q24 Are you utilizing staff to undertake training initiatives or special projects during this time?

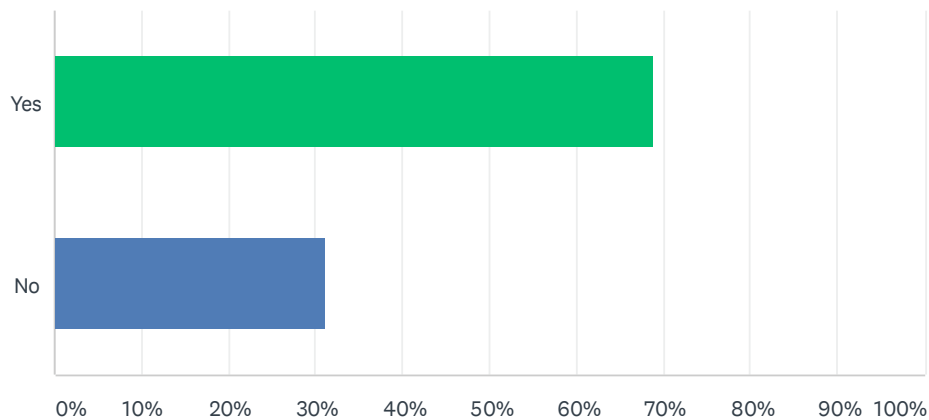
Answered: 16 Skipped: 0



ANSWER CHOICES	RESPONSES	
Yes	75.00%	12
No	25.00%	4
TOTAL		16

Q25 Are you conducting weekly or daily meetings to update staff?

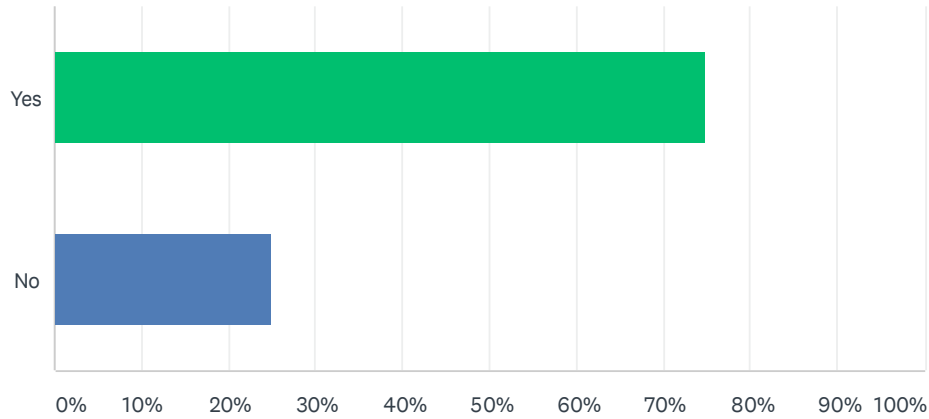
Answered: 16 Skipped: 0



ANSWER CHOICES	RESPONSES
Yes	68.75% 11
No	31.25% 5
TOTAL	16

Q26 Have you adjusted PTO or sick leave policies to account for COVID-19

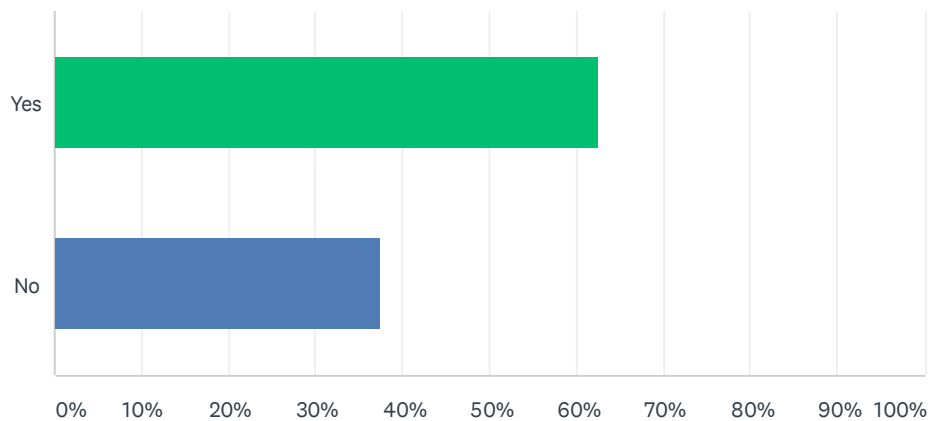
Answered: 16 Skipped: 0



ANSWER CHOICES	RESPONSES
Yes	75.00% 12
No	25.00% 4
TOTAL	16

Q27 Have you implemented compensation changes to account for COVID-19?

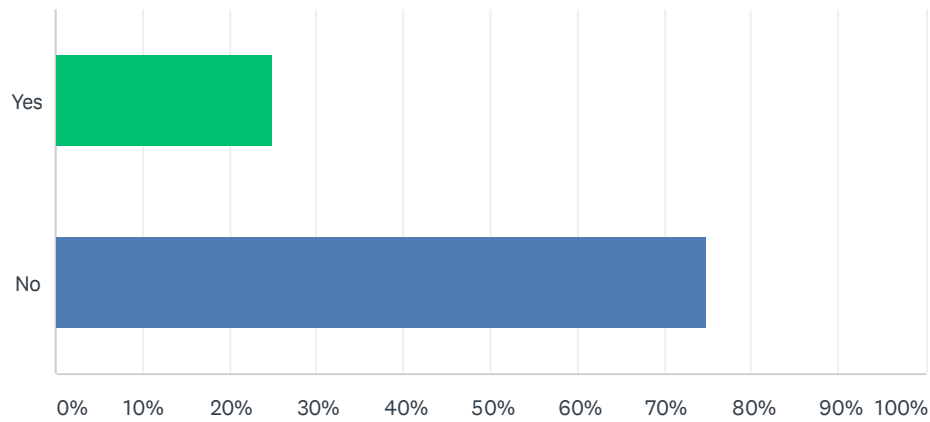
Answered: 16 Skipped: 0



ANSWER CHOICES	RESPONSES
Yes	62.50% 10
No	37.50% 6
TOTAL	16

Q28 Have you laid off or furloughed any staff resulting from COVID-19?

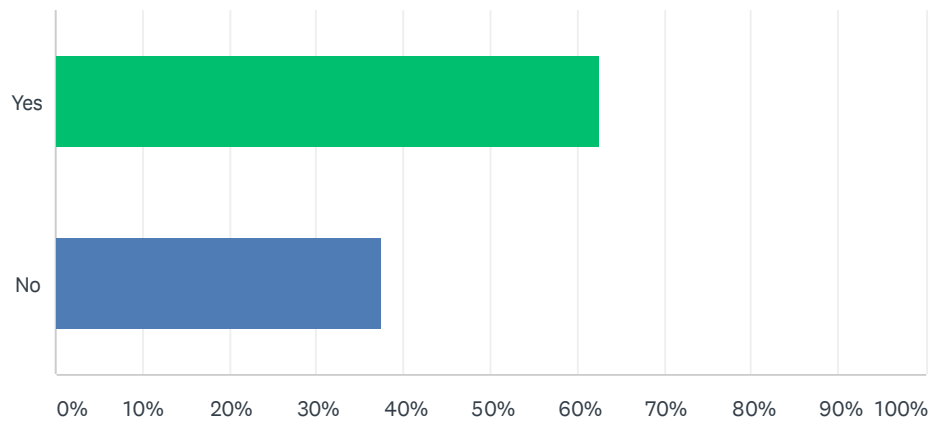
Answered: 16 Skipped: 0



ANSWER CHOICES	RESPONSES
Yes	25.00% 4
No	75.00% 12
TOTAL	16

Q29 Have you made any changes your work hours or shifts resulting from COVID-19?

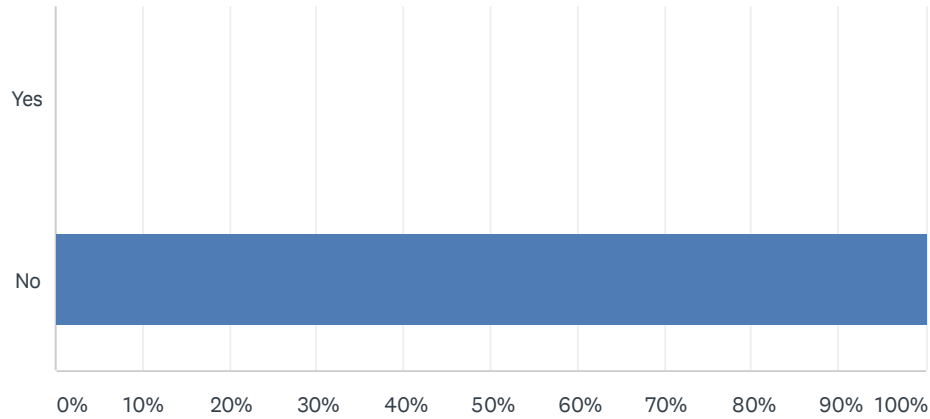
Answered: 16 Skipped: 0



ANSWER CHOICES	RESPONSES	
Yes	62.50%	10
No	37.50%	6
TOTAL		16

Q30 Have you closed any offices, branches or plants resulting from COVID-19?

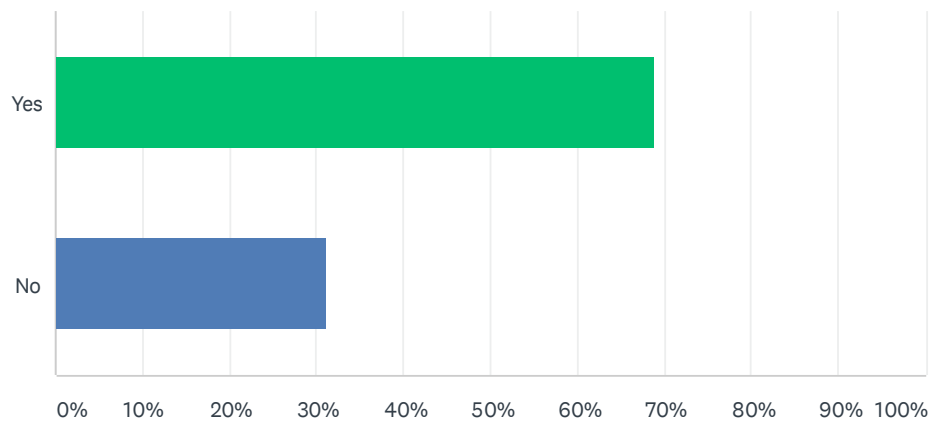
Answered: 16 Skipped: 0



ANSWER CHOICES	RESPONSES	
Yes	0.00%	0
No	100.00%	16
TOTAL		16

Q31 Has your organization begun planning for the eventual recovery and loosening of restrictions?

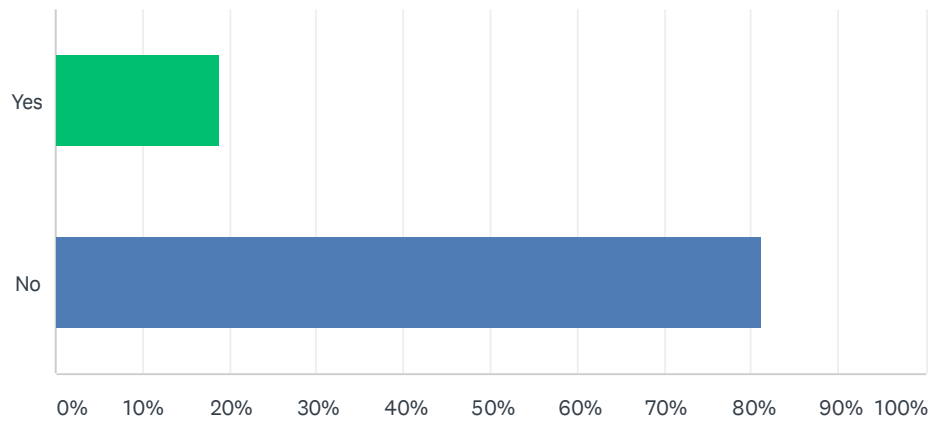
Answered: 16 Skipped: 0



ANSWER CHOICES	RESPONSES
Yes	68.75% 11
No	31.25% 5
TOTAL	16

Q32 Is your local community seeing a spike in cases currently?

Answered: 16 Skipped: 0



ANSWER CHOICES	RESPONSES
Yes	18.75% 3
No	81.25% 13
TOTAL	16

Q33 Is there anything you would like us to ask in a future survey that might help you?

Answered: 2 Skipped: 14