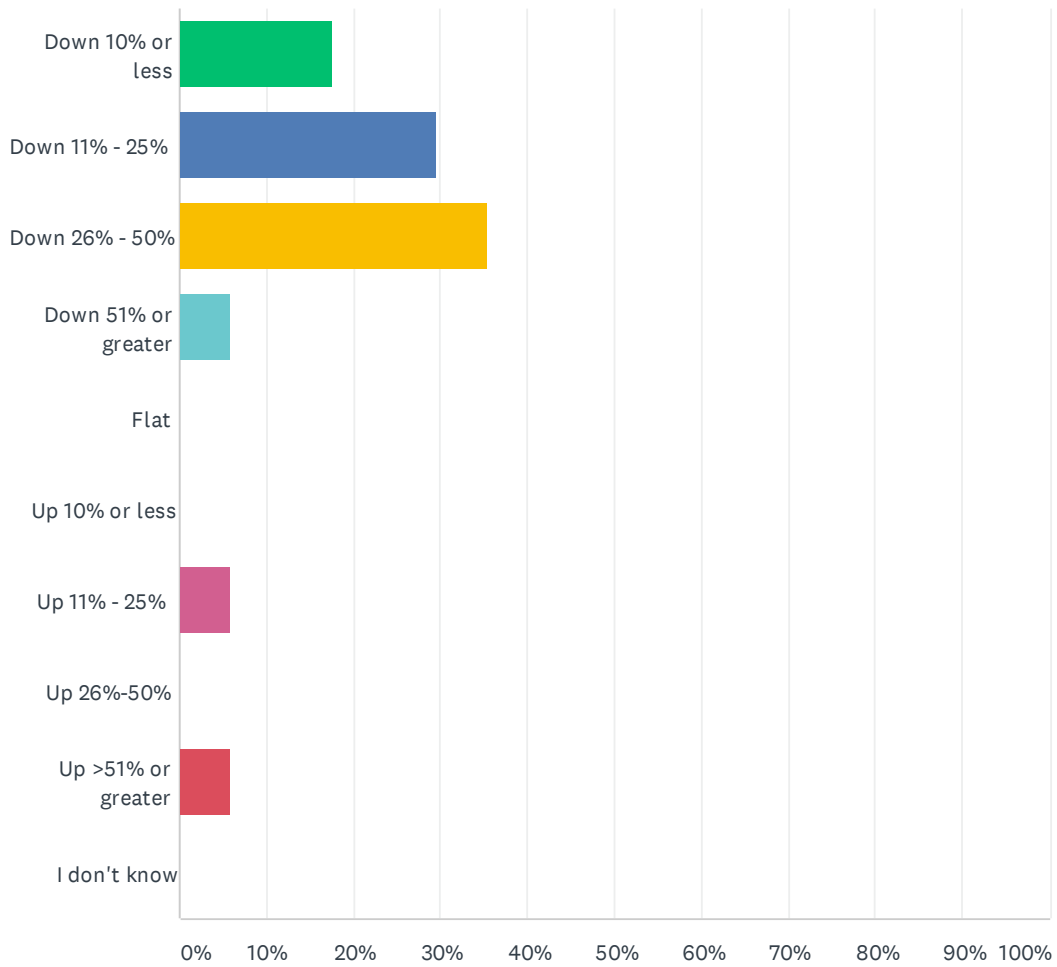


# Q1 What has been the impact of COVID-19 on your sales in June 2020 versus June 2019?

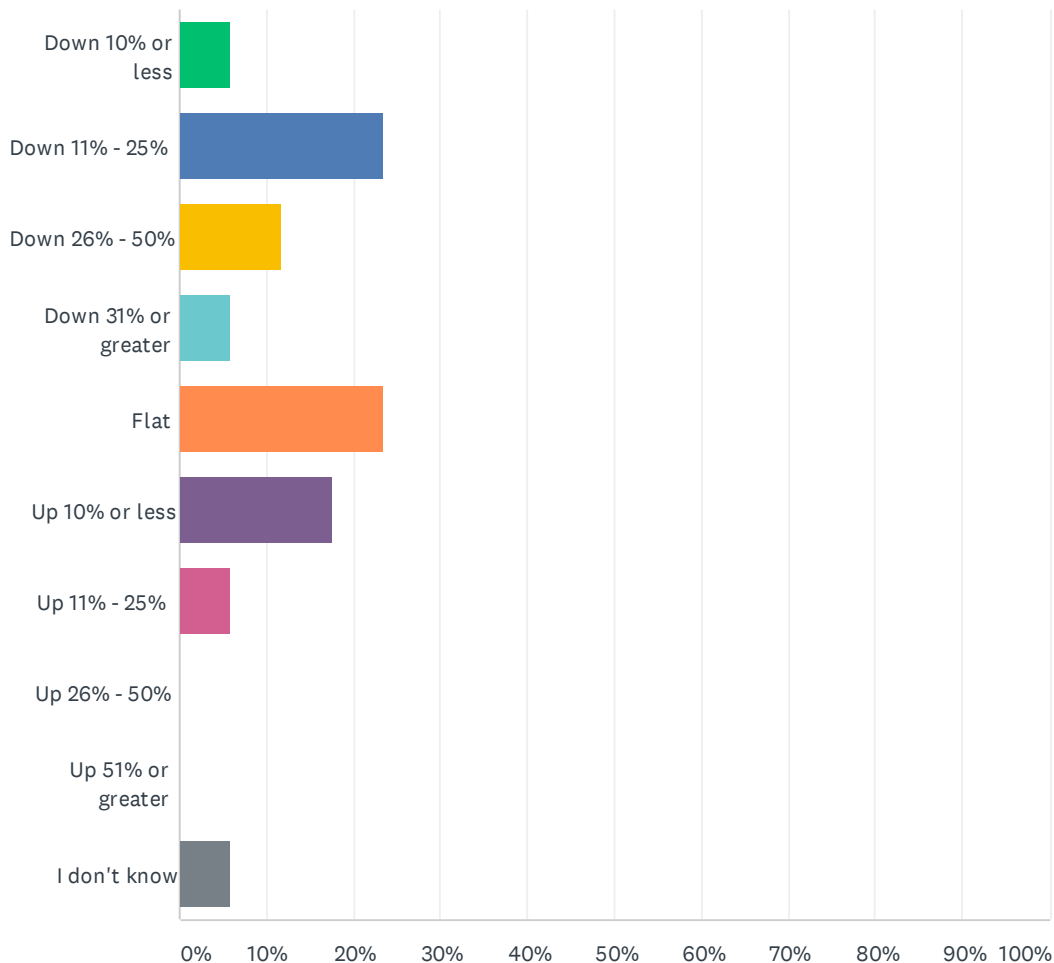
Answered: 17 Skipped: 0



ANSWER CHOICES	RESPONSES	
Down 10% or less	17.65%	3
Down 11% - 25%	29.41%	5
Down 26% - 50%	35.29%	6
Down 51% or greater	5.88%	1
Flat	0.00%	0
Up 10% or less	0.00%	0
Up 11% - 25%	5.88%	1
Up 26%-50%	0.00%	0
Up >51% or greater	5.88%	1
I don't know	0.00%	0
<b>TOTAL</b>		<b>17</b>

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

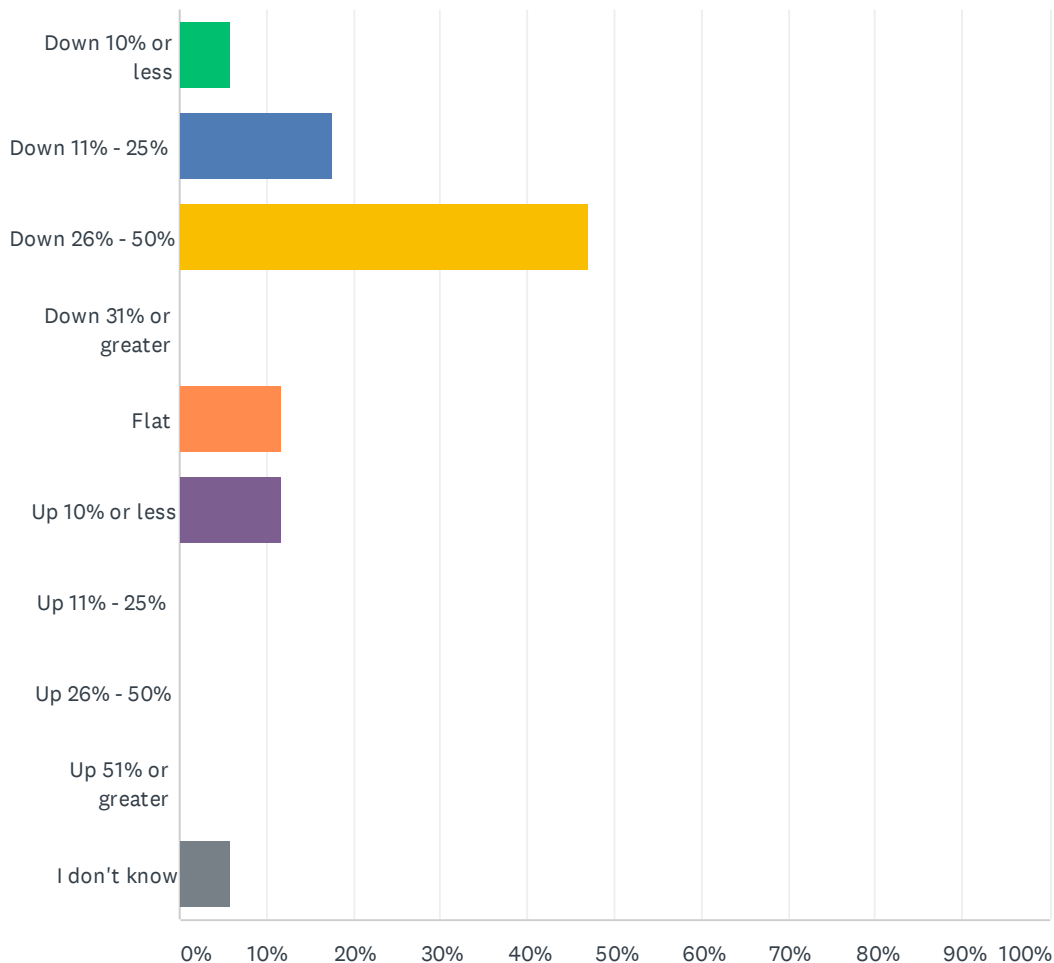
Answered: 17 Skipped: 0



ANSWER CHOICES	RESPONSES	
Down 10% or less	5.88%	1
Down 11% - 25%	23.53%	4
Down 26% - 50%	11.76%	2
Down 31% or greater	5.88%	1
Flat	23.53%	4
Up 10% or less	17.65%	3
Up 11% - 25%	5.88%	1
Up 26% - 50%	0.00%	0
Up 51% or greater	0.00%	0
I don't know	5.88%	1
<b>TOTAL</b>		<b>17</b>

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

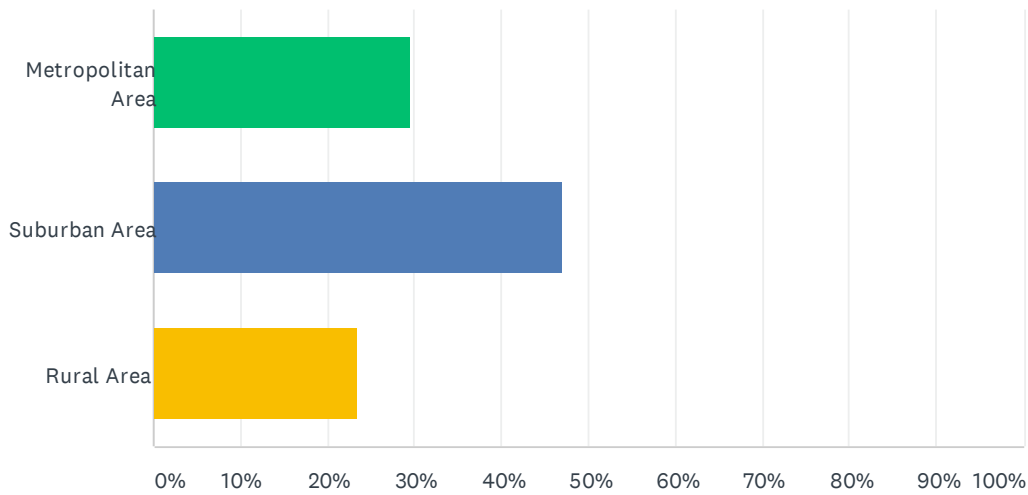
Answered: 17 Skipped: 0



ANSWER CHOICES	RESPONSES	
Down 10% or less	5.88%	1
Down 11% - 25%	17.65%	3
Down 26% - 50%	47.06%	8
Down 31% or greater	0.00%	0
Flat	11.76%	2
Up 10% or less	11.76%	2
Up 11% - 25%	0.00%	0
Up 26% - 50%	0.00%	0
Up 51% or greater	0.00%	0
I don't know	5.88%	1
<b>TOTAL</b>		<b>17</b>

### Q4 Are you located in

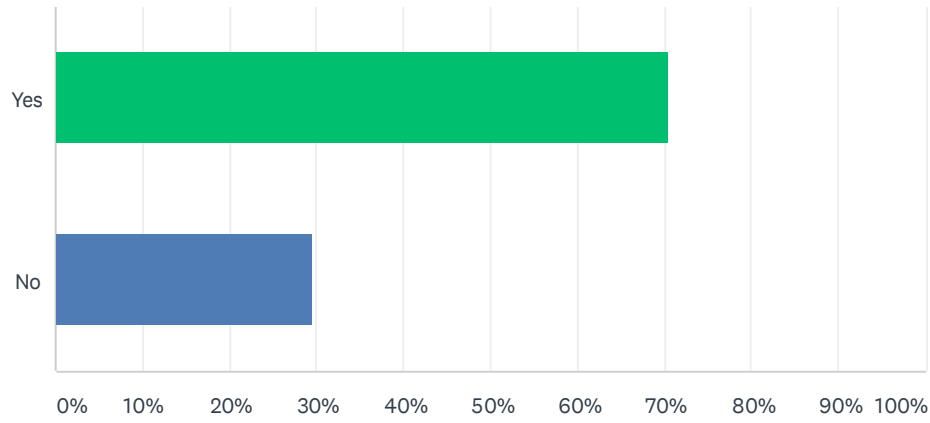
Answered: 17 Skipped: 0



ANSWER CHOICES	RESPONSES	
Metropolitan Area	29.41%	5
Suburban Area	47.06%	8
Rural Area	23.53%	4
<b>TOTAL</b>		<b>17</b>

### Q5 Have you completed a PPP Loan Forgiveness Application Form yet?

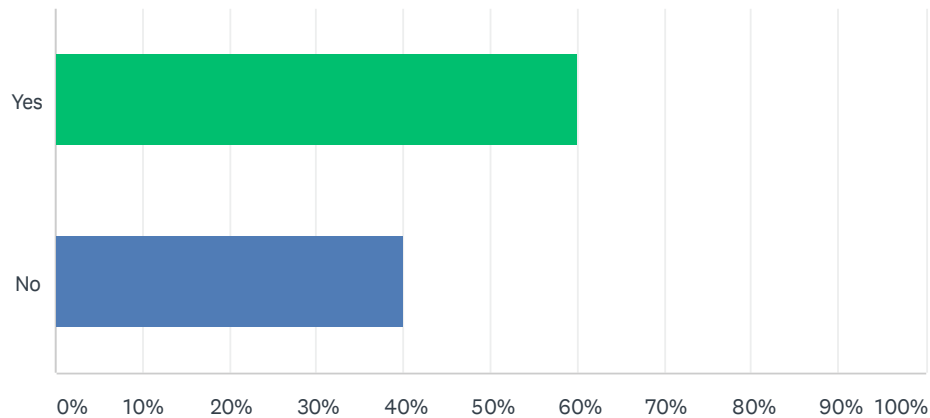
Answered: 17 Skipped: 0



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

### Q6 If hiring, are you finding qualified candidates?

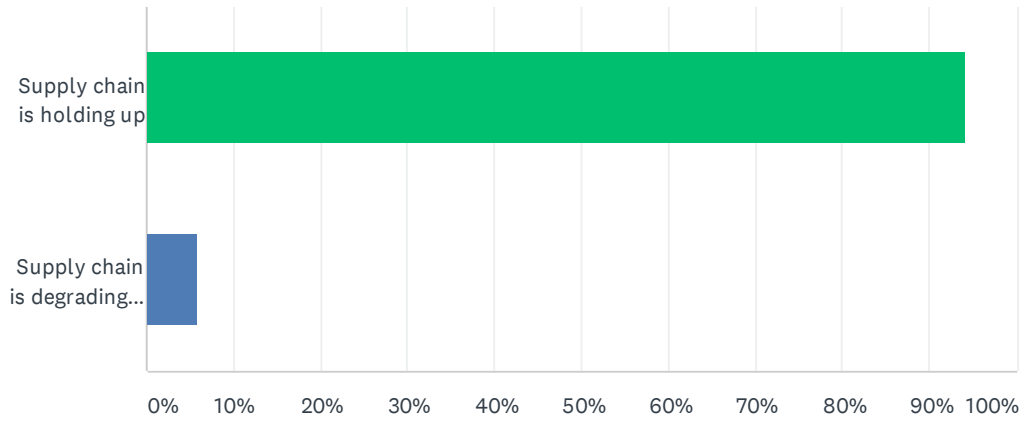
Answered: 10 Skipped: 7



ANSWER CHOICES	RESPONSES
Yes	60.00% 6
No	40.00% 4
TOTAL	10

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

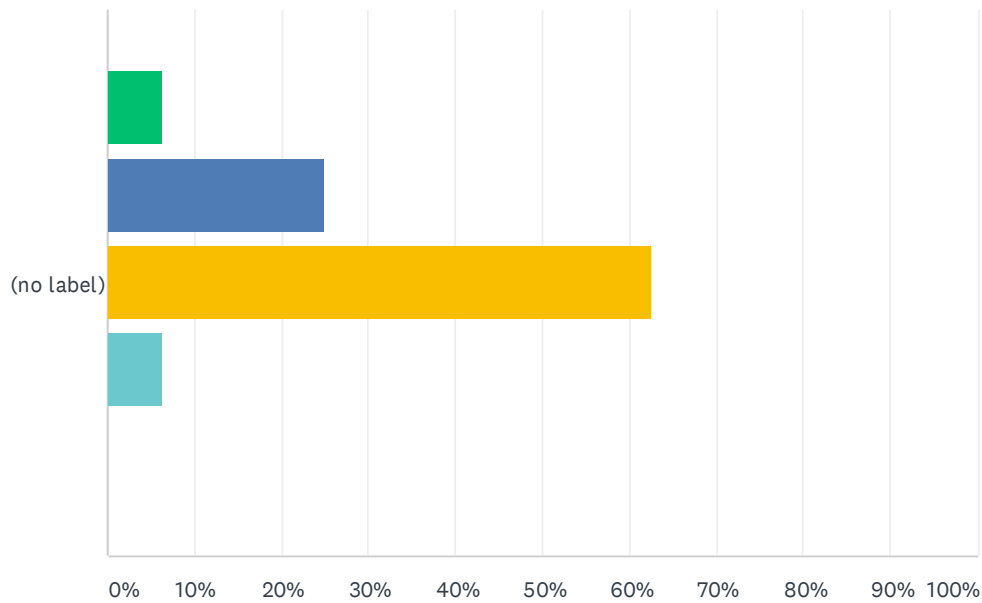
Answered: 17 Skipped: 0



ANSWER CHOICES	RESPONSES	
Supply chain is holding up	94.12%	16
Supply chain is degrading / experiencing shortages or difficulties	5.88%	1
<b>TOTAL</b>		<b>17</b>

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

Answered: 16 Skipped: 1

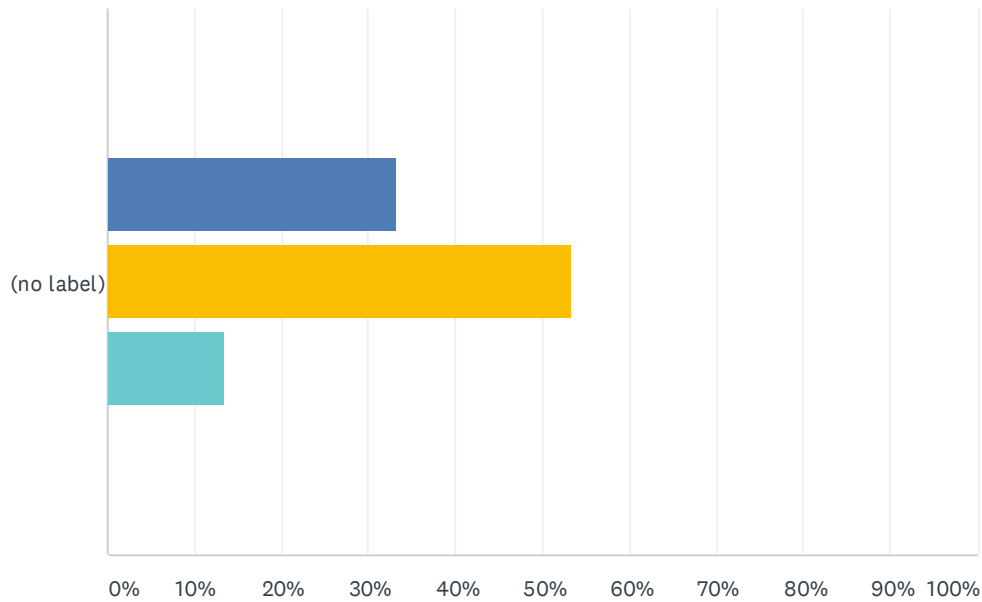


■ 1 Low Optimism 
 ■ 2 
 ■ 3 
 ■ 4 
 ■ 5 High Optimism

	1 LOW OPTIMISM	2	3	4	5 HIGH OPTIMISM	TOTAL	WEIGHTED AVERAGE
(no label)	6.25%	25.00%	62.50%	6.25%	0.00%	16	2.69
	1	4	10	1	0		

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

Answered: 15 Skipped: 2

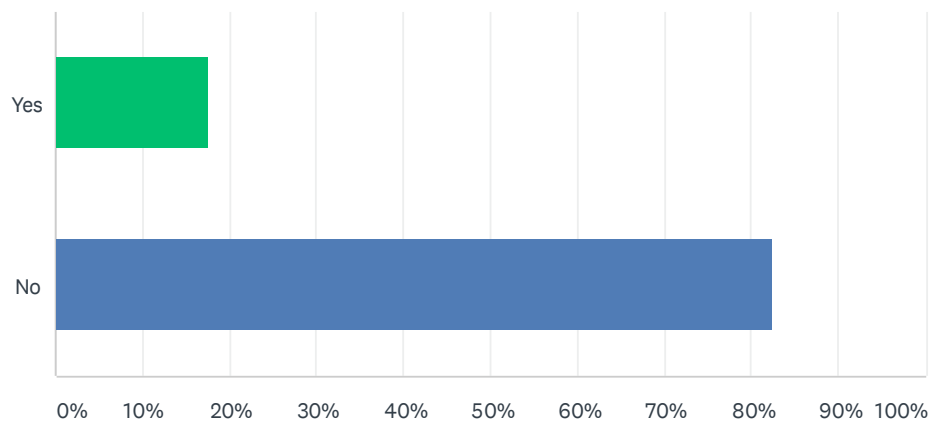


1 Low Optimism 2 3 4 5 High Optimism

	1 LOW OPTIMISM	2	3	4	5 HIGH OPTIMISM	TOTAL	WEIGHTED AVERAGE
(no label)	0.00%	33.33%	53.33%	13.33%	0.00%	15	2.80
	0	5	8	2	0		

### Q10 Has anyone from your organization been quarantined?

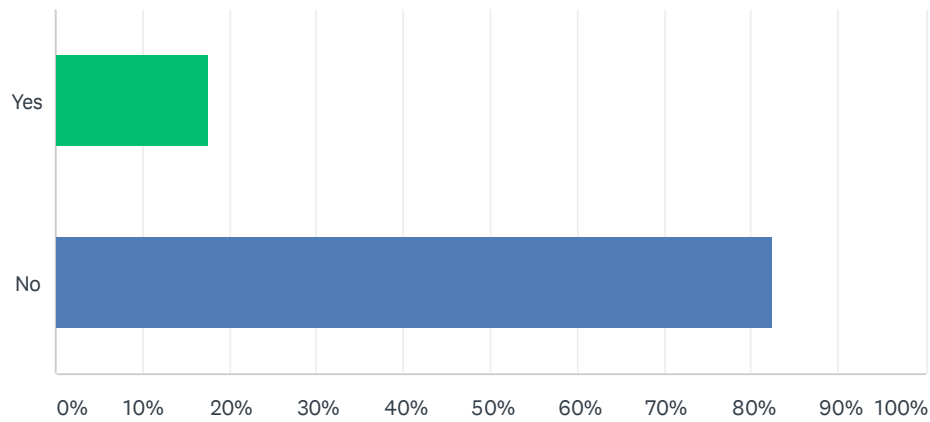
Answered: 17 Skipped: 0



ANSWER CHOICES	RESPONSES	
Yes	17.65%	3
No	82.35%	14
TOTAL		17

### Q11 Has anyone in your organization contracted COVID-19?

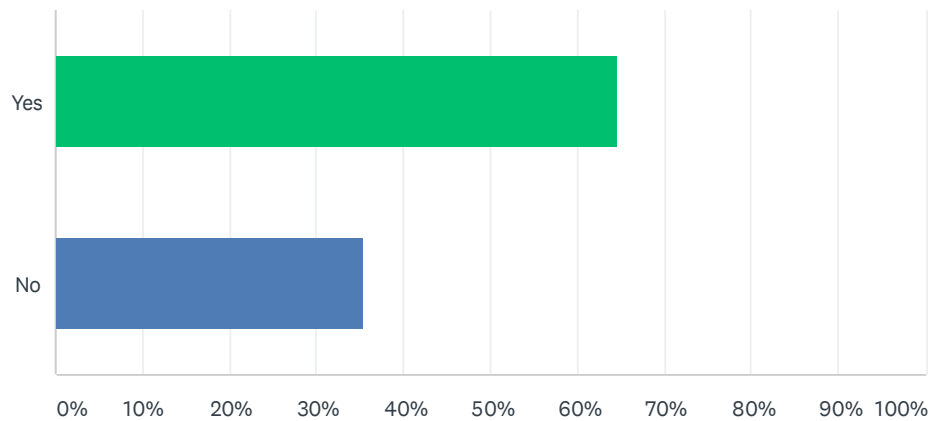
Answered: 17 Skipped: 0



ANSWER CHOICES	RESPONSES	
Yes	17.65%	3
No	82.35%	14
TOTAL		17

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

Answered: 17 Skipped: 0

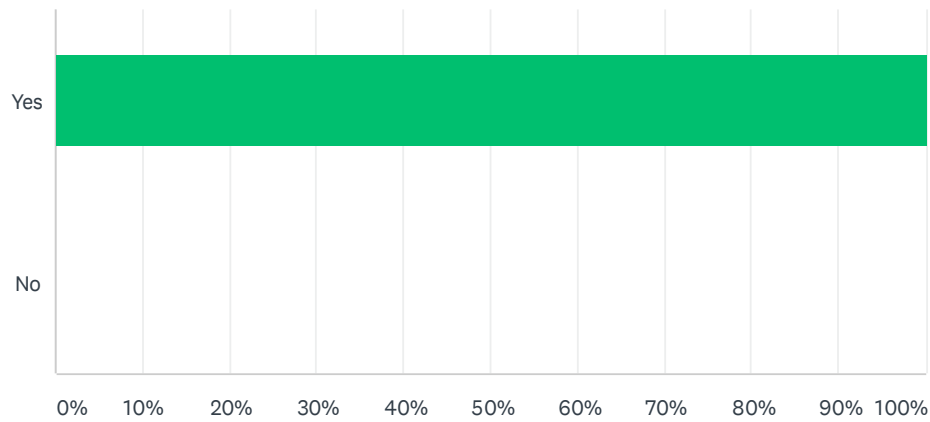




ANSWER CHOICES	RESPONSES	
Yes	64.71%	11
No	35.29%	6
TOTAL		17

### Q13 Are you social distancing in your operations?

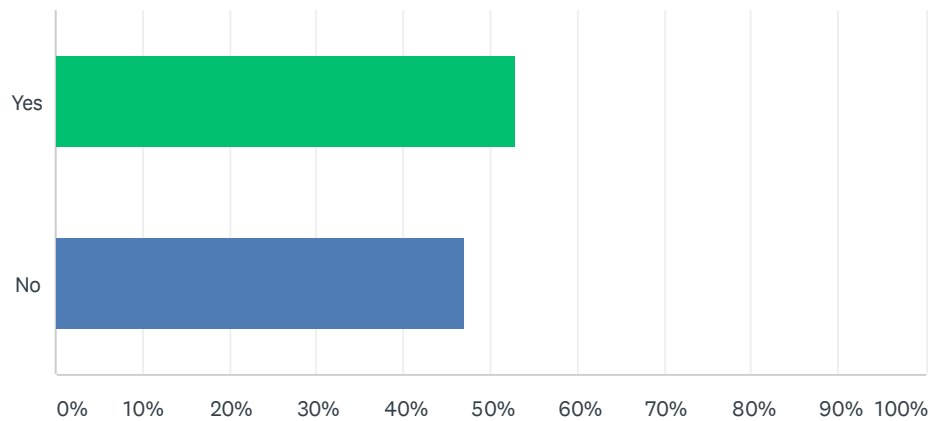
Answered: 17 Skipped: 0



ANSWER CHOICES	RESPONSES	
Yes	100.00%	17
No	0.00%	0
TOTAL		17

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

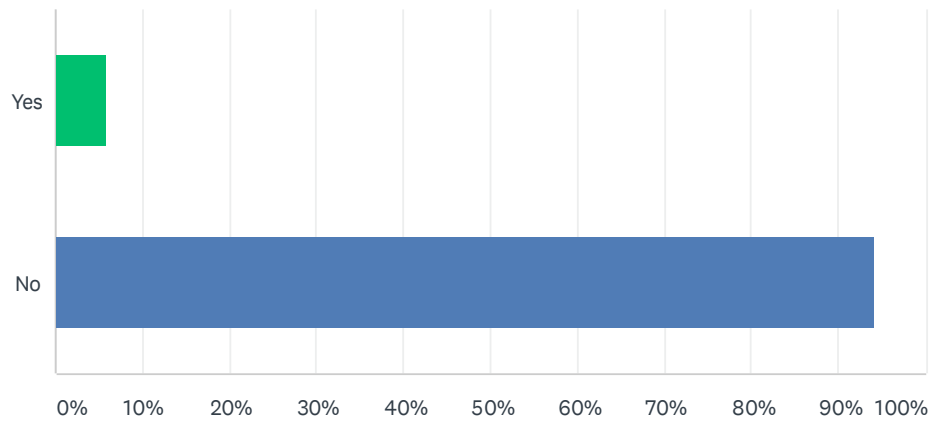
Answered: 17 Skipped: 0



ANSWER CHOICES	RESPONSES	
Yes	52.94%	9
No	47.06%	8
TOTAL		17

### Q15 Are you disinfecting incoming mail and incoming deliveries?

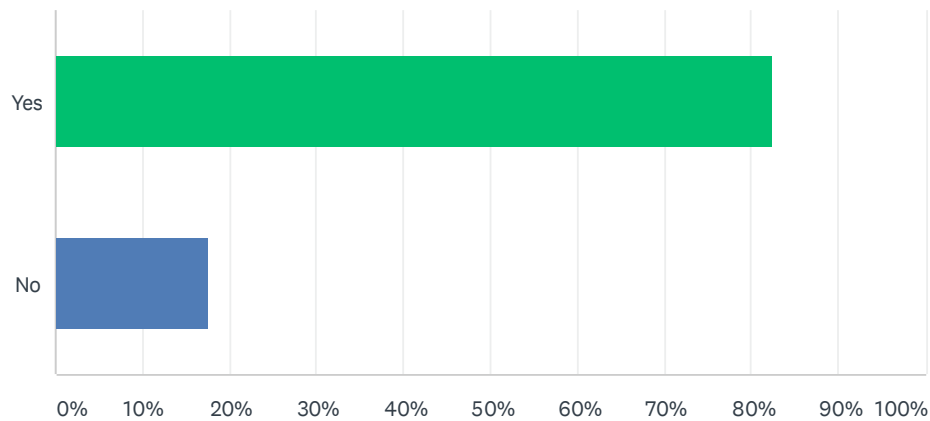
Answered: 17 Skipped: 0



ANSWER CHOICES	RESPONSES	
Yes	5.88%	1
No	94.12%	16
TOTAL		17

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

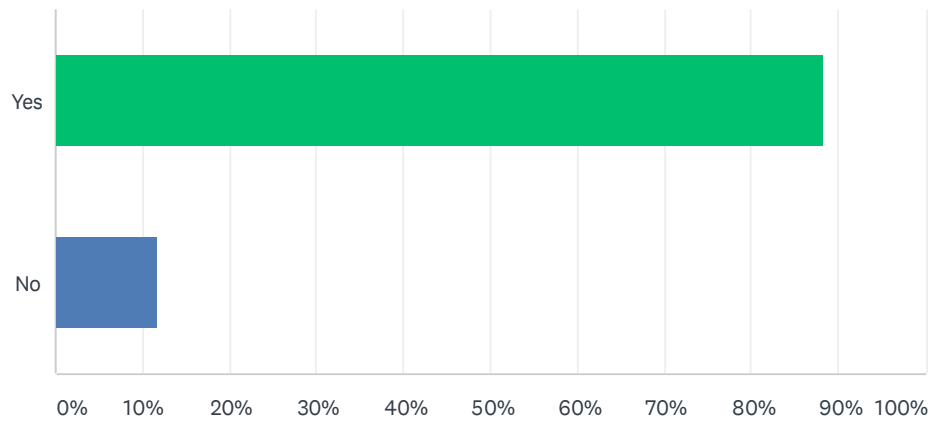
Answered: 17 Skipped: 0



ANSWER CHOICES	RESPONSES
Yes	82.35% 14
No	17.65% 3
TOTAL	17

### Q17 Are you using virtual meeting and training sessions?

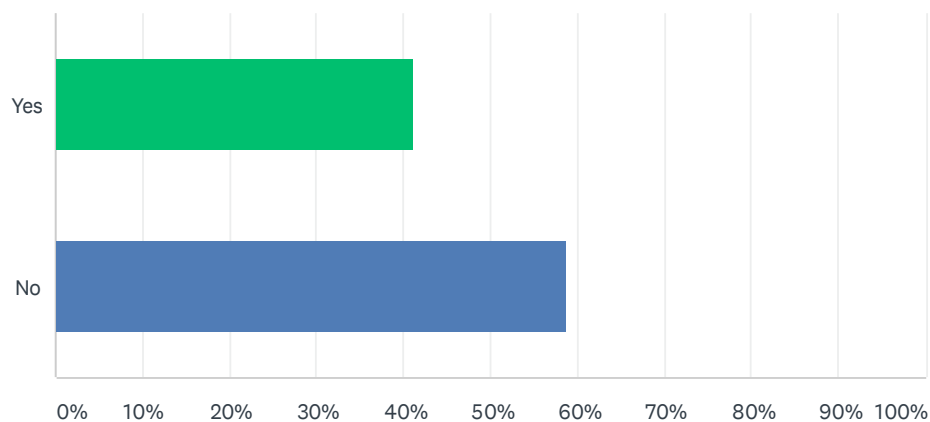
Answered: 17 Skipped: 0



ANSWER CHOICES	RESPONSES
Yes	88.24% 15
No	11.76% 2
TOTAL	17

### Q18 Are you changing delivery and receiving hours or practices?

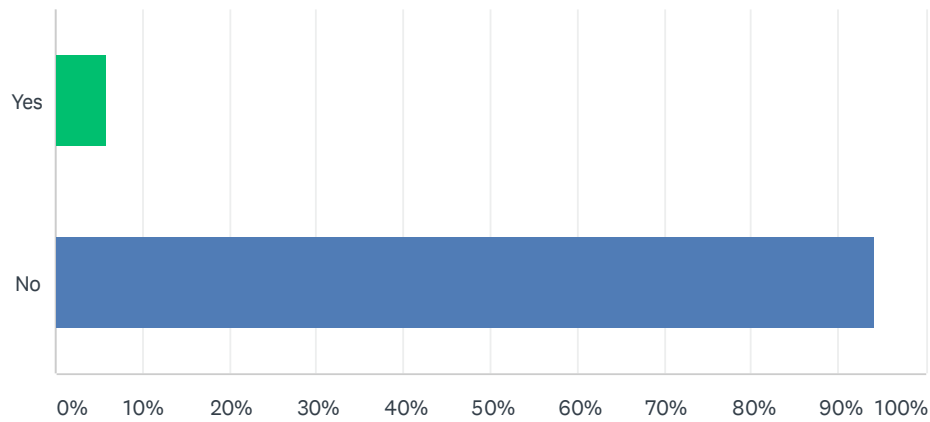
Answered: 17 Skipped: 0



ANSWER CHOICES	RESPONSES	
Yes	41.18%	7
No	58.82%	10
TOTAL		17

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

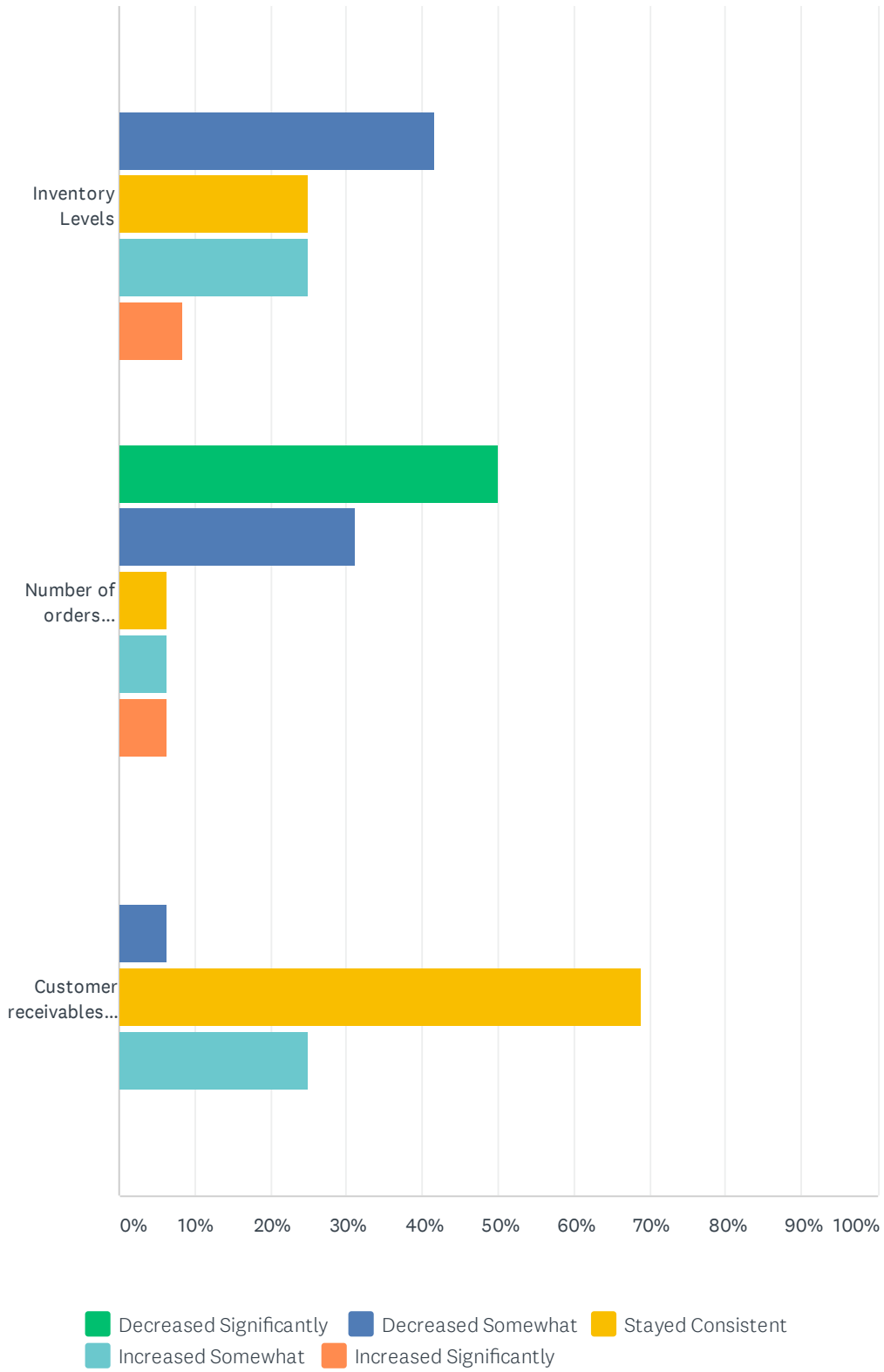
Answered: 17 Skipped: 0



ANSWER CHOICES	RESPONSES	
Yes	5.88%	1
No	94.12%	16
TOTAL		17

### Q20 How have the following changed?

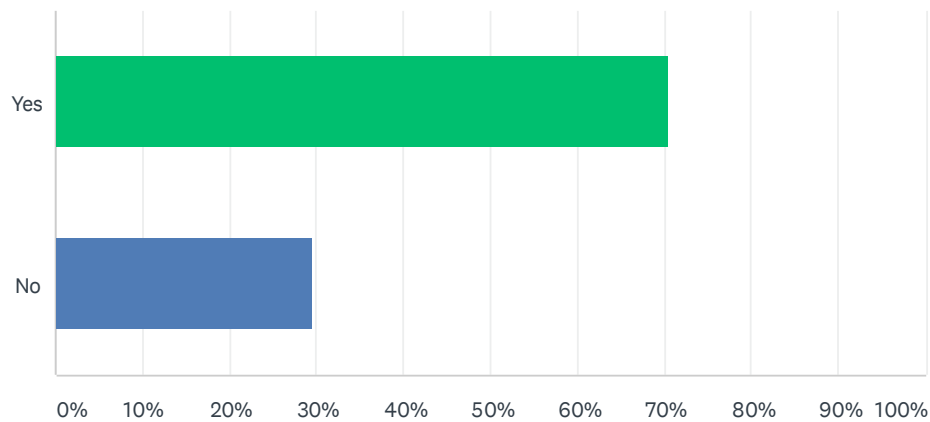
Answered: 17 Skipped: 0



	DECREASED SIGNIFICANTLY	DECREASED SOMEWHAT	STAYED CONSISTENT	INCREASED SOMEWHAT	INCREASED SIGNIFICANTLY	TOTAL
Inventory Levels	0.00% 0	41.67% 5	25.00% 3	25.00% 3	8.33% 1	12
Number of orders customers are placing	50.00% 8	31.25% 5	6.25% 1	6.25% 1	6.25% 1	16
Customer receivables (Days outstanding)	0.00% 0	6.25% 1	68.75% 11	25.00% 4	0.00% 0	16

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

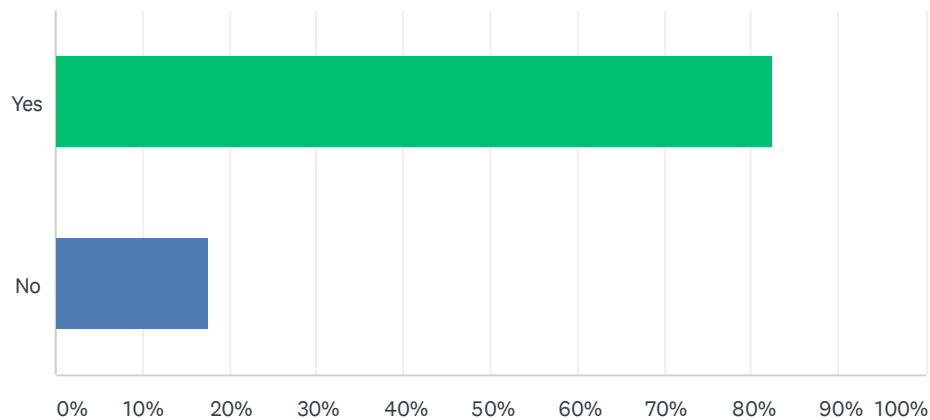
Answered: 17 Skipped: 0



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

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

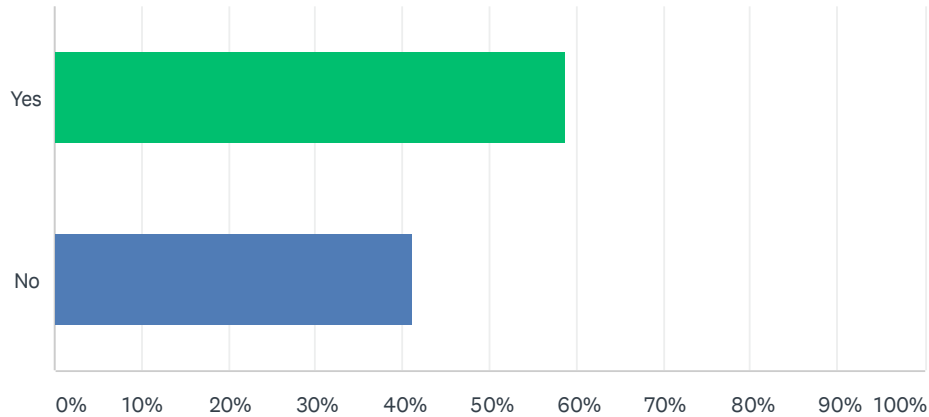
Answered: 17 Skipped: 0



ANSWER CHOICES	RESPONSES
Yes	82.35% 14
No	17.65% 3
TOTAL	17

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

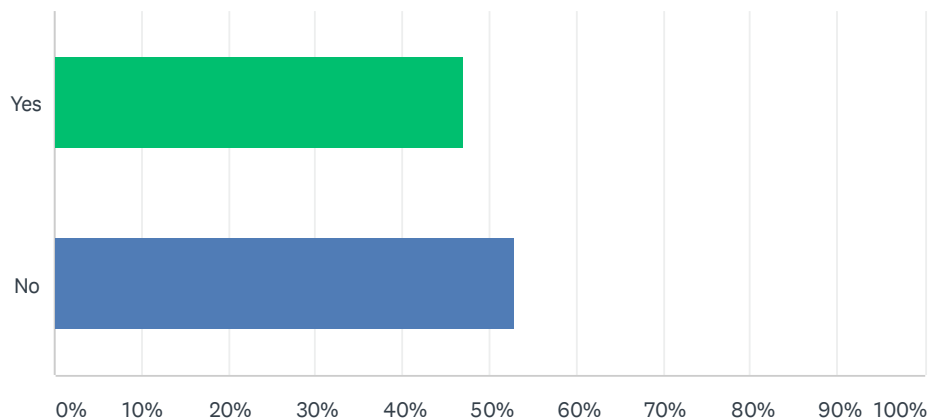
Answered: 17 Skipped: 0



ANSWER CHOICES	RESPONSES
Yes	58.82% 10
No	41.18% 7
TOTAL	17

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

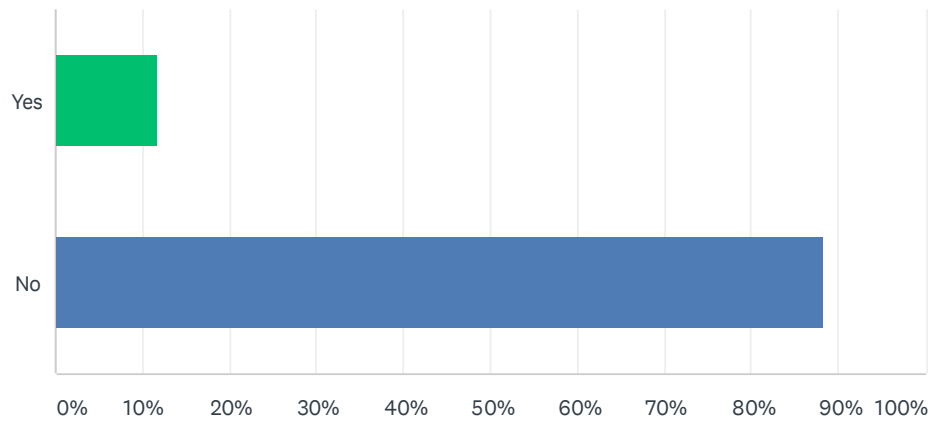
Answered: 17 Skipped: 0



ANSWER CHOICES	RESPONSES
Yes	47.06% 8
No	52.94% 9
TOTAL	17

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

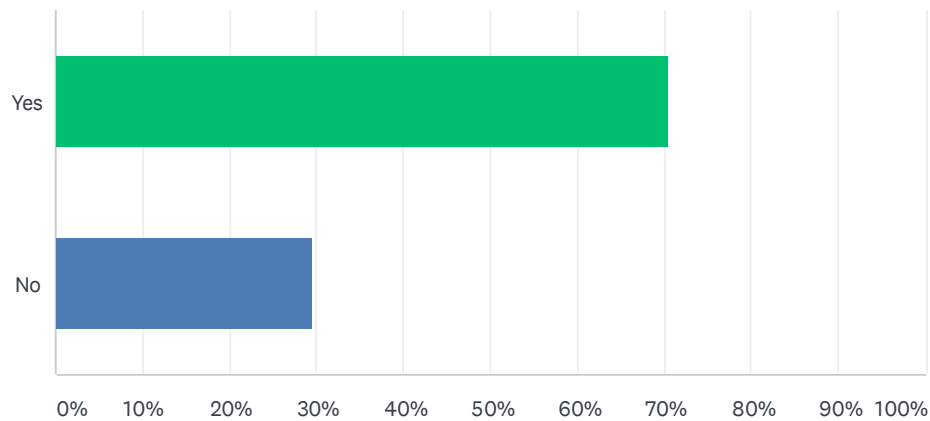
Answered: 17 Skipped: 0



ANSWER CHOICES	RESPONSES
Yes	11.76% 2
No	88.24% 15
TOTAL	17

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

Answered: 17 Skipped: 0

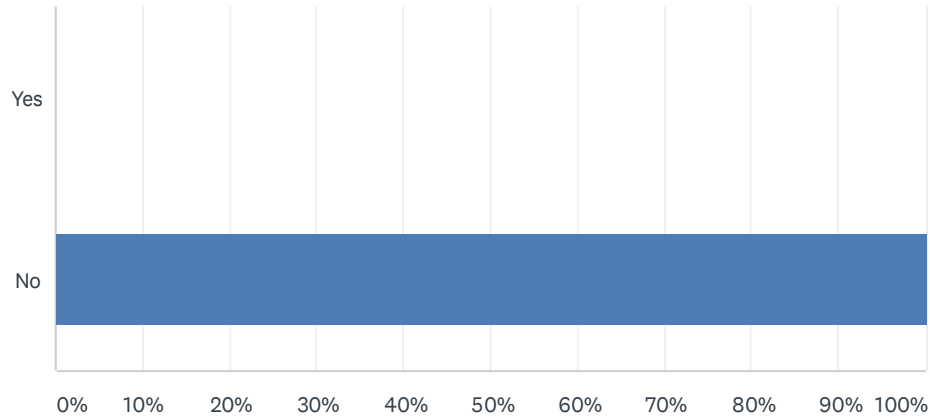




ANSWER CHOICES	RESPONSES	
Yes	70.59%	12
No	29.41%	5
TOTAL		17

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

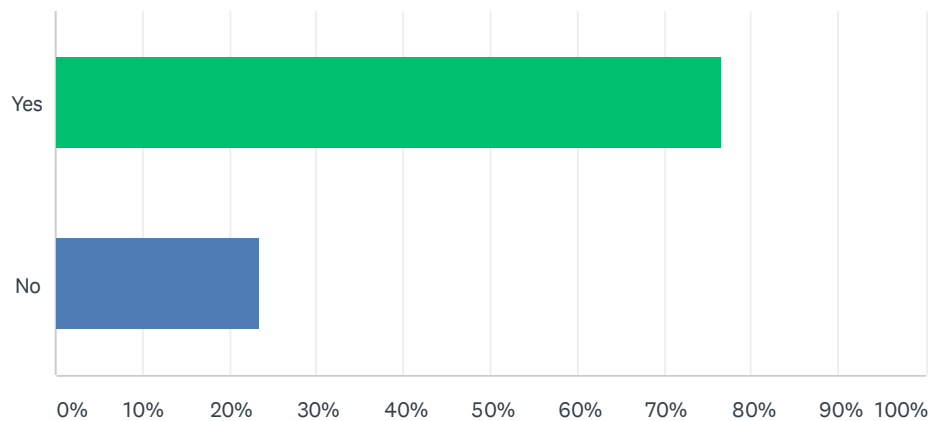
Answered: 17 Skipped: 0



ANSWER CHOICES	RESPONSES	
Yes	0.00%	0
No	100.00%	17
TOTAL		17

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

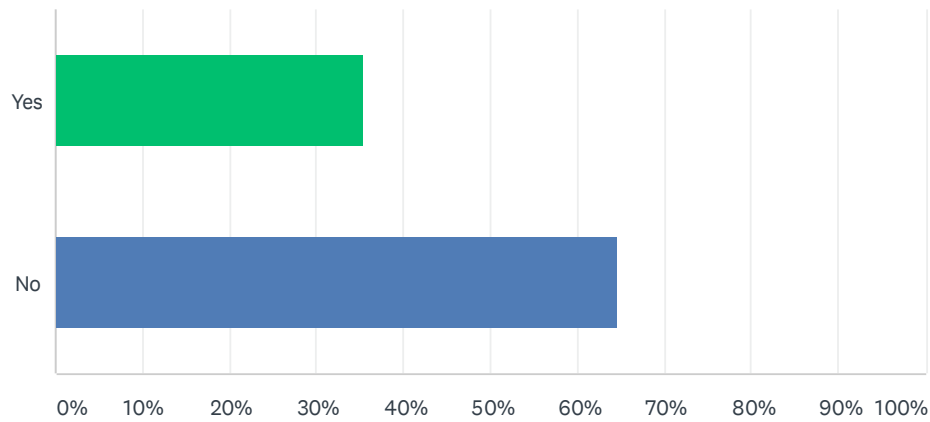
Answered: 17 Skipped: 0



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

### Q29 Is your local community seeing a spike in cases currently?

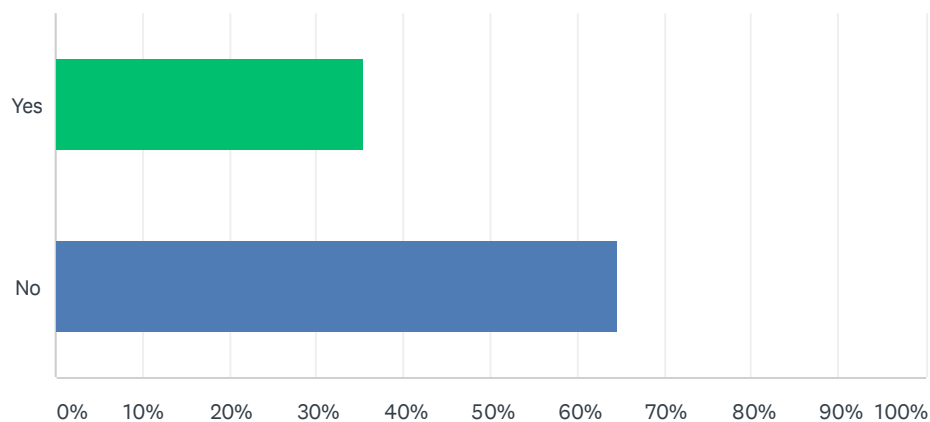
Answered: 17 Skipped: 0



ANSWER CHOICES	RESPONSES
Yes	35.29% 6
No	64.71% 11
TOTAL	17

### Q30 Has anyone from your organization resumed business travel?

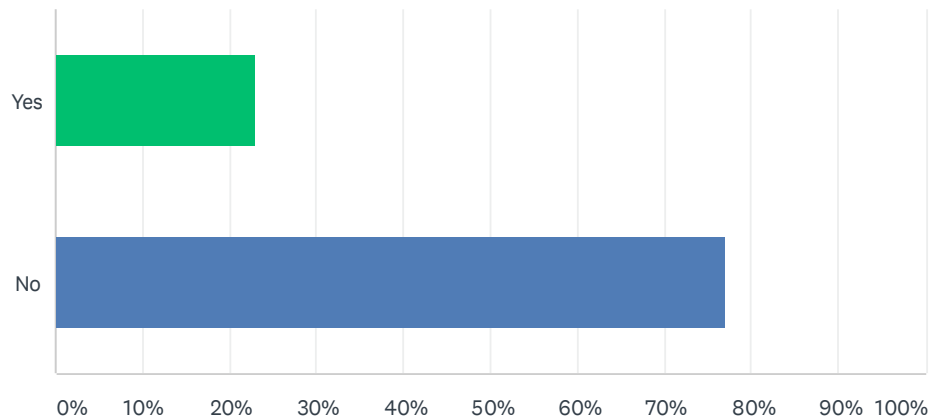
Answered: 17 Skipped: 0



ANSWER CHOICES	RESPONSES	
Yes	35.29%	6
No	64.71%	11
TOTAL		17

**Q31 If business travel has resumed, are you requiring either a negative COVID test before and/or after travel, or instituting a quarantine upon return?**

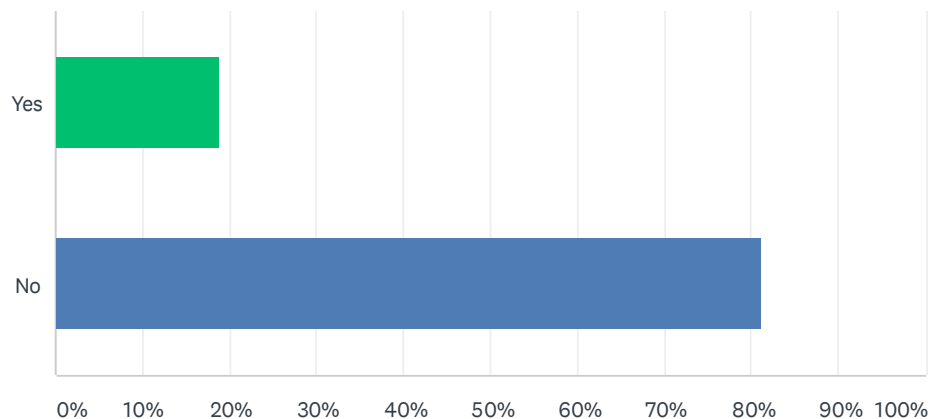
Answered: 13 Skipped: 4



ANSWER CHOICES	RESPONSES	
Yes	23.08%	3
No	76.92%	10
TOTAL		13

**Q32 Are you considering using liability waivers with employees for business travel / meetings?**

Answered: 16 Skipped: 1



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: 15