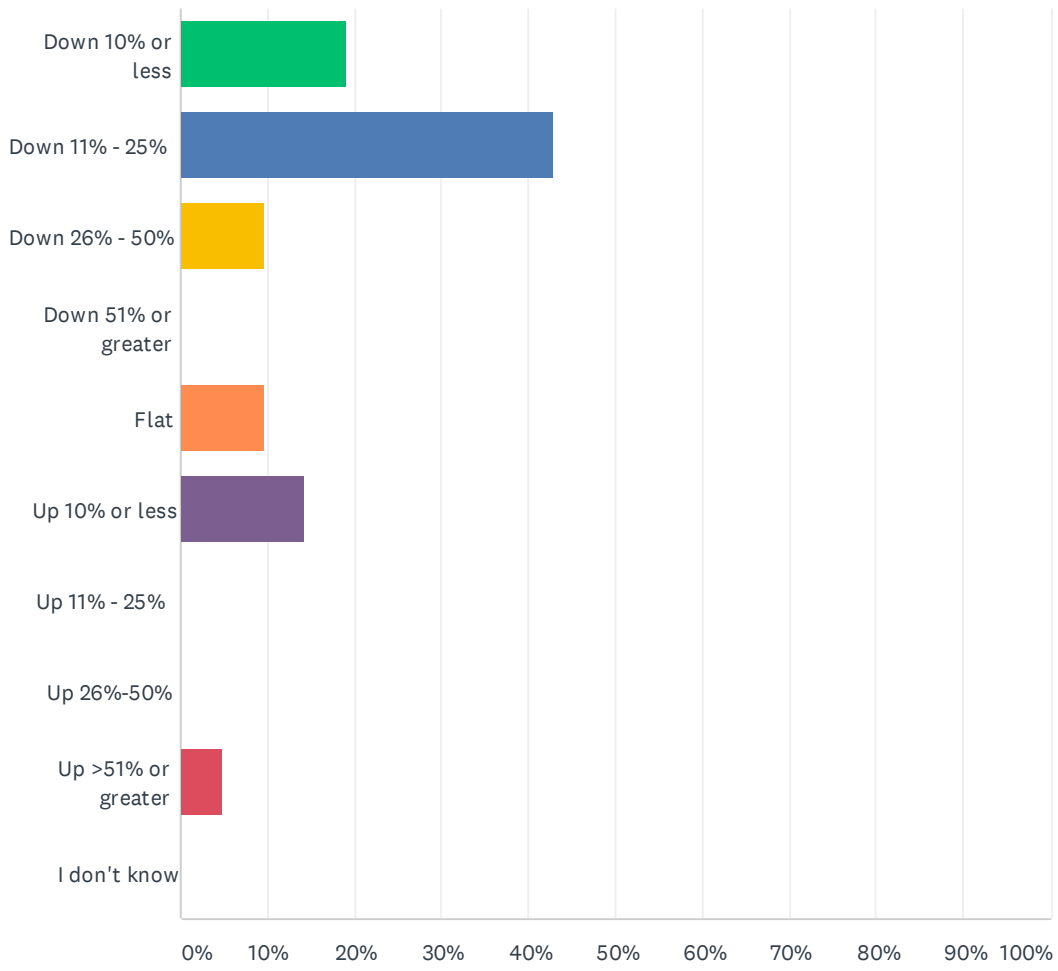


# Q1 What has been the impact of COVID-19 on your sales in July 2020 versus July 2019?

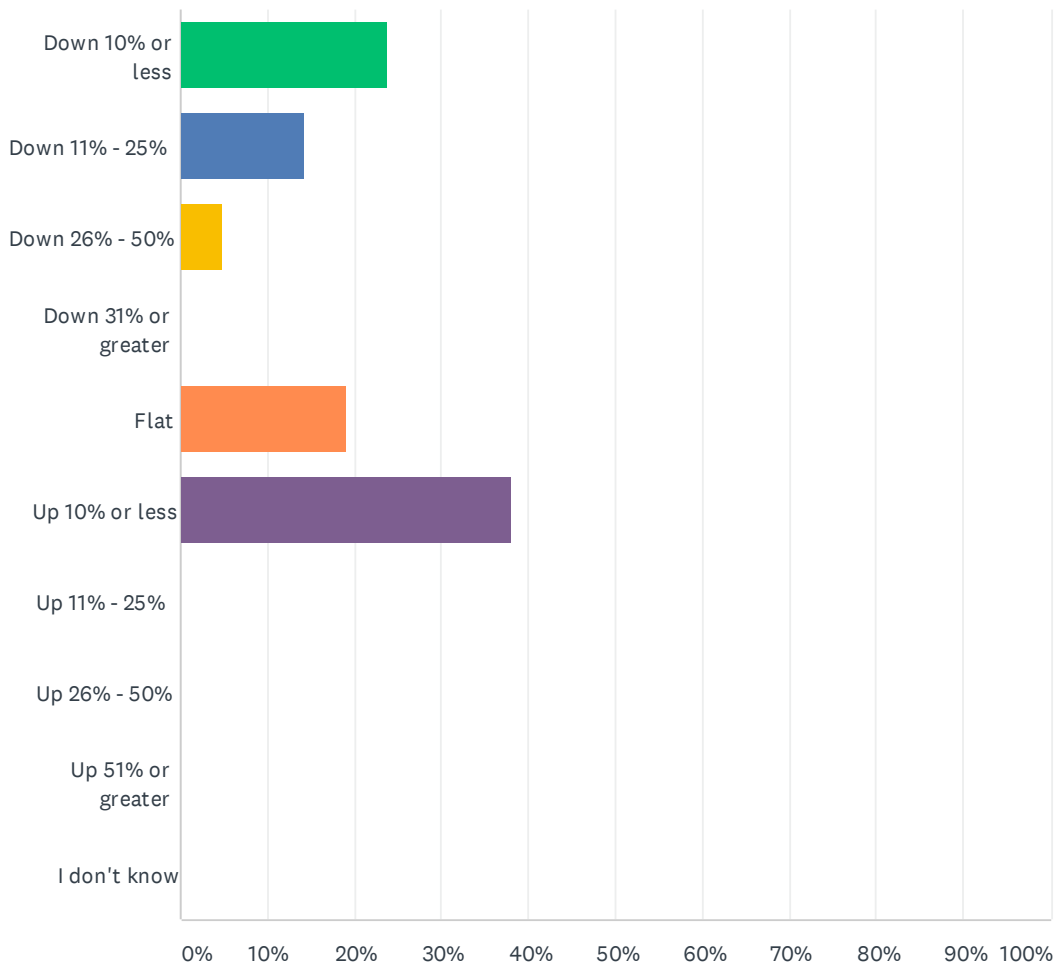
Answered: 21 Skipped: 0



ANSWER CHOICES	RESPONSES	
Down 10% or less	19.05%	4
Down 11% - 25%	42.86%	9
Down 26% - 50%	9.52%	2
Down 51% or greater	0.00%	0
Flat	9.52%	2
Up 10% or less	14.29%	3
Up 11% - 25%	0.00%	0
Up 26%-50%	0.00%	0
Up >51% or greater	4.76%	1
I don't know	0.00%	0
<b>TOTAL</b>		<b>21</b>

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

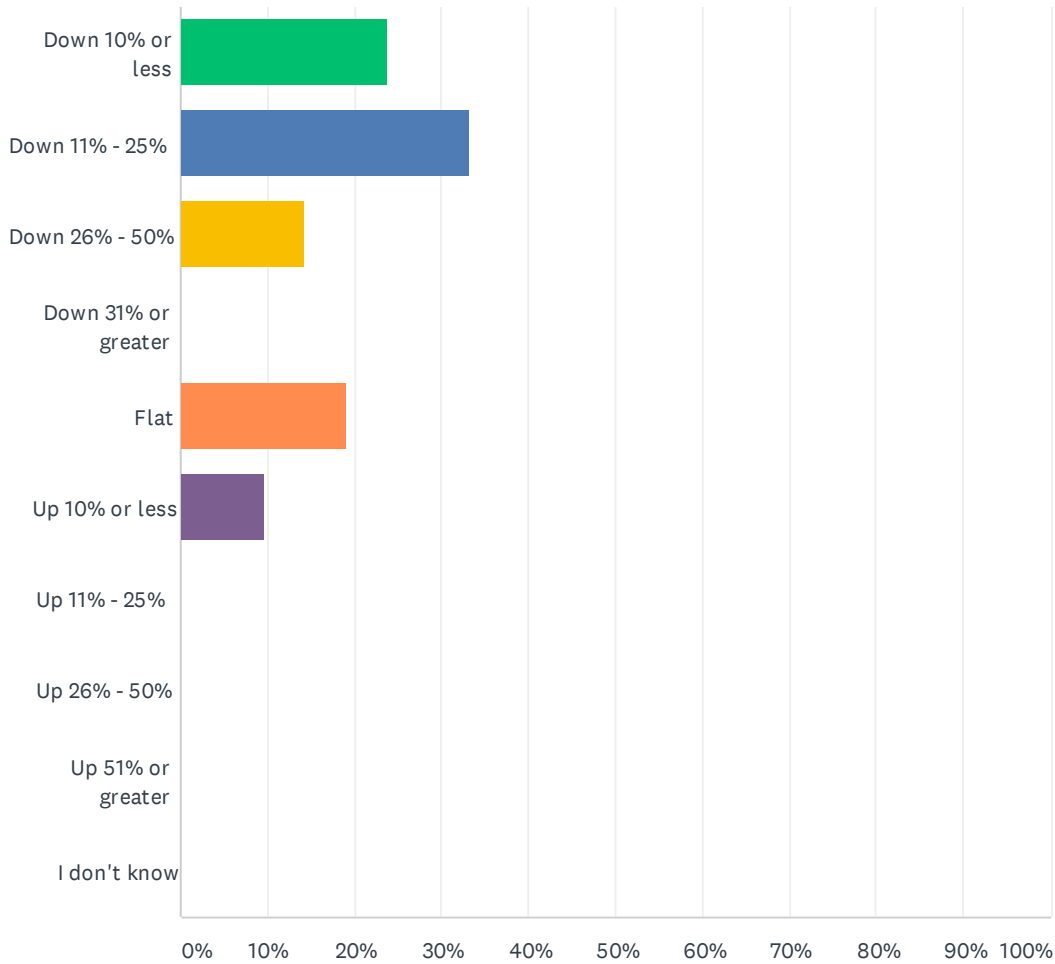
Answered: 21 Skipped: 0



ANSWER CHOICES	RESPONSES	
Down 10% or less	23.81%	5
Down 11% - 25%	14.29%	3
Down 26% - 50%	4.76%	1
Down 31% or greater	0.00%	0
Flat	19.05%	4
Up 10% or less	38.10%	8
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
<b>TOTAL</b>		<b>21</b>

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

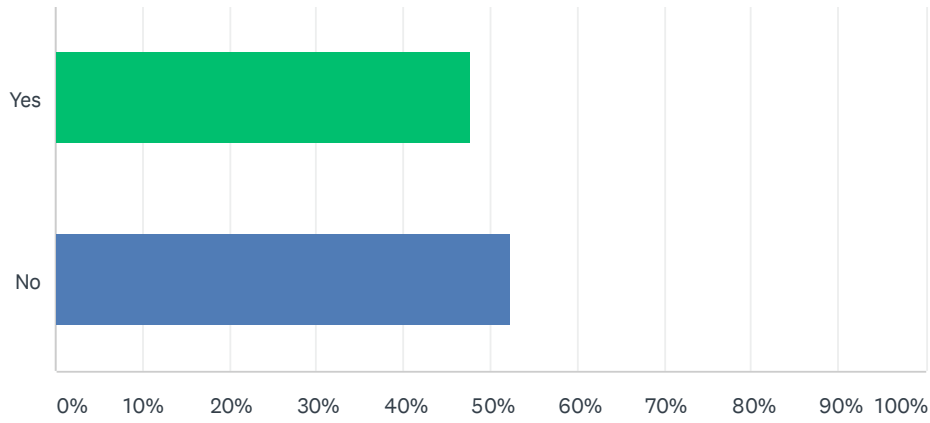
Answered: 21 Skipped: 0



ANSWER CHOICES	RESPONSES
Down 10% or less	23.81% 5
Down 11% - 25%	33.33% 7
Down 26% - 50%	14.29% 3
Down 31% or greater	0.00% 0
Flat	19.05% 4
Up 10% or less	9.52% 2
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
<b>TOTAL</b>	<b>21</b>

### Q4 Have you completed a PPP Loan Forgiveness Application Form yet?

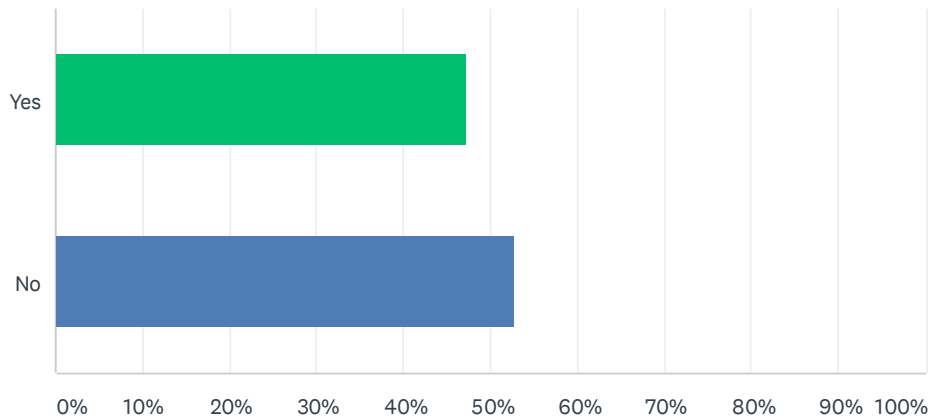
Answered: 21 Skipped: 0



ANSWER CHOICES	RESPONSES
Yes	47.62% 10
No	52.38% 11
TOTAL	21

### Q5 If hiring, are you finding qualified candidates?

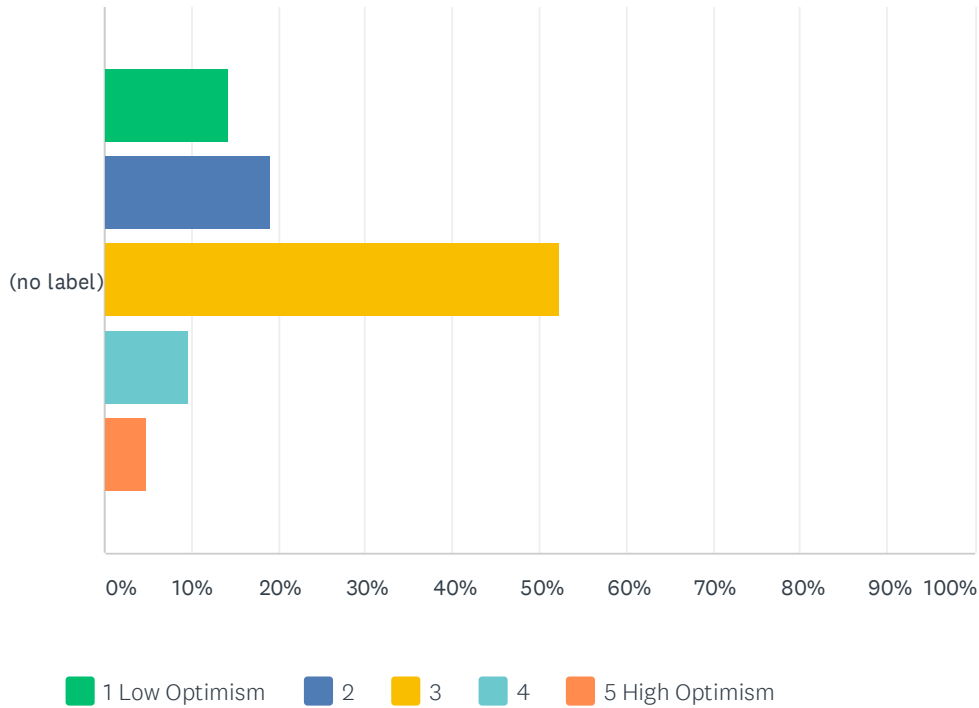
Answered: 19 Skipped: 2



ANSWER CHOICES	RESPONSES
Yes	47.37% 9
No	52.63% 10
TOTAL	19

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

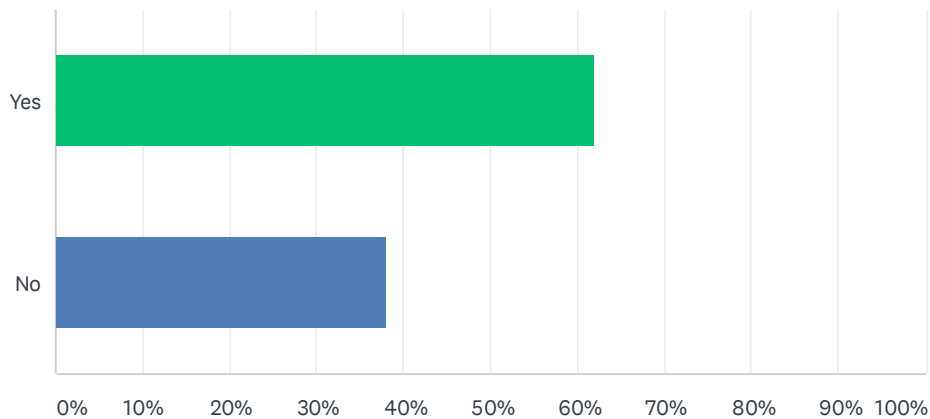
Answered: 21 Skipped: 0



	1 LOW OPTIMISM	2	3	4	5 HIGH OPTIMISM	TOTAL	WEIGHTED AVERAGE
(no label)	14.29%	19.05%	52.38%	9.52%	4.76%	21	2.71
	3	4	11	2	1		

### Q7 Has anyone from your organization been quarantined?

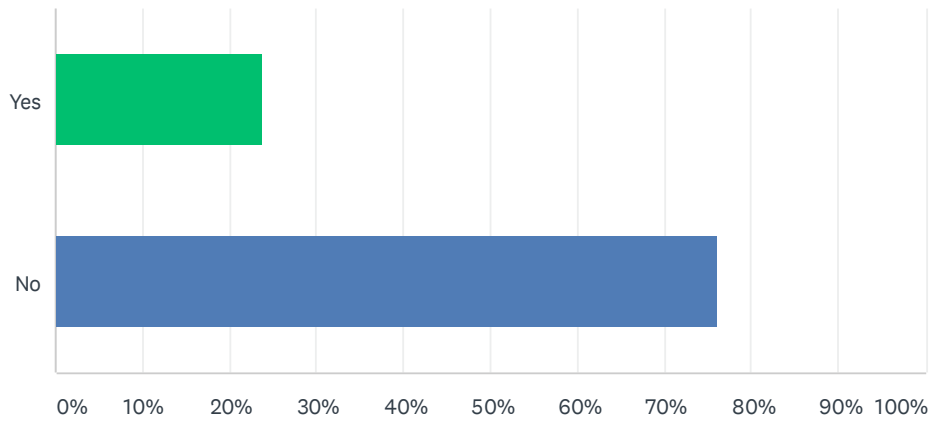
Answered: 21 Skipped: 0



ANSWER CHOICES	RESPONSES
Yes	61.90% 13
No	38.10% 8
TOTAL	21

### Q8 Has anyone in your organization contracted COVID-19?

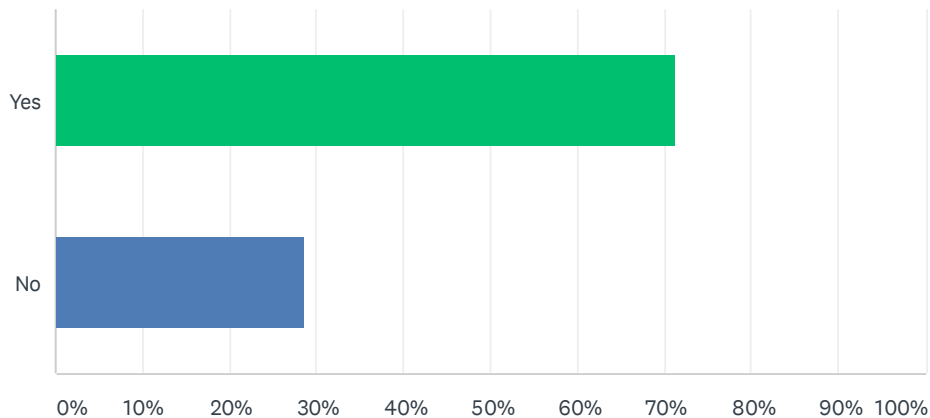
Answered: 21 Skipped: 0



ANSWER CHOICES	RESPONSES
Yes	23.81% 5
No	76.19% 16
TOTAL	21

### Q9 Do you know anyone personally, outside your organization who has contracted COVID-19?

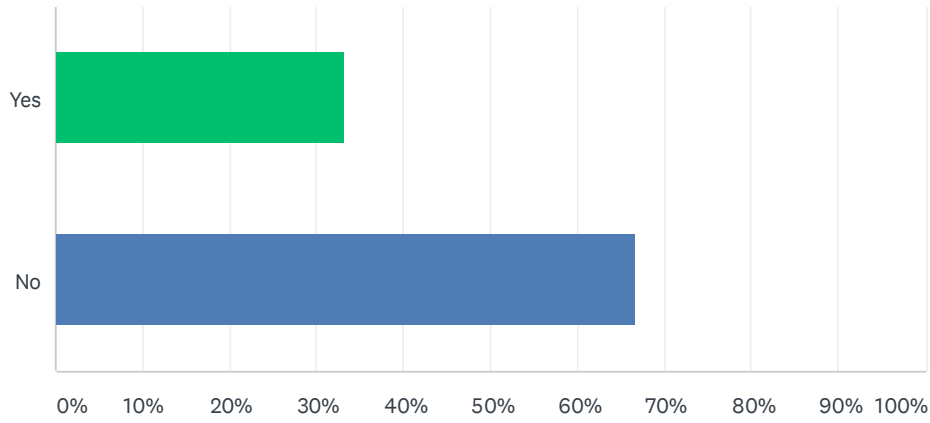
Answered: 21 Skipped: 0



ANSWER CHOICES	RESPONSES
Yes	71.43% 15
No	28.57% 6
TOTAL	21

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

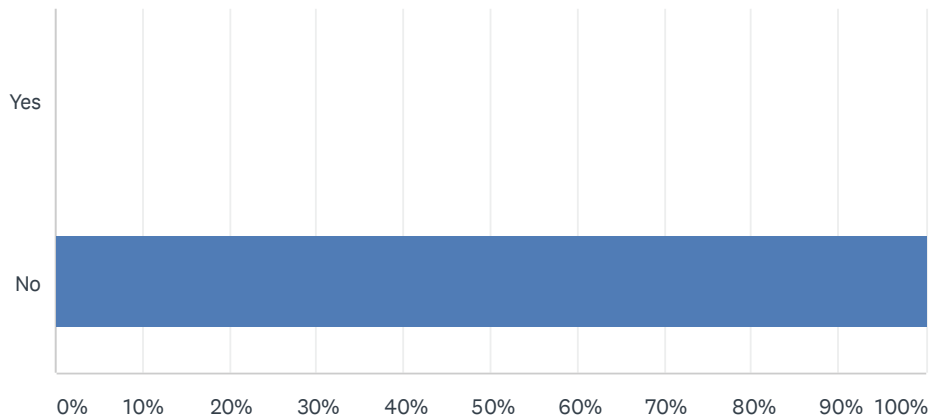
Answered: 21 Skipped: 0



ANSWER CHOICES	RESPONSES
Yes	33.33% 7
No	66.67% 14
TOTAL	21

### Q11 Are you disinfecting incoming mail and incoming deliveries?

Answered: 21 Skipped: 0

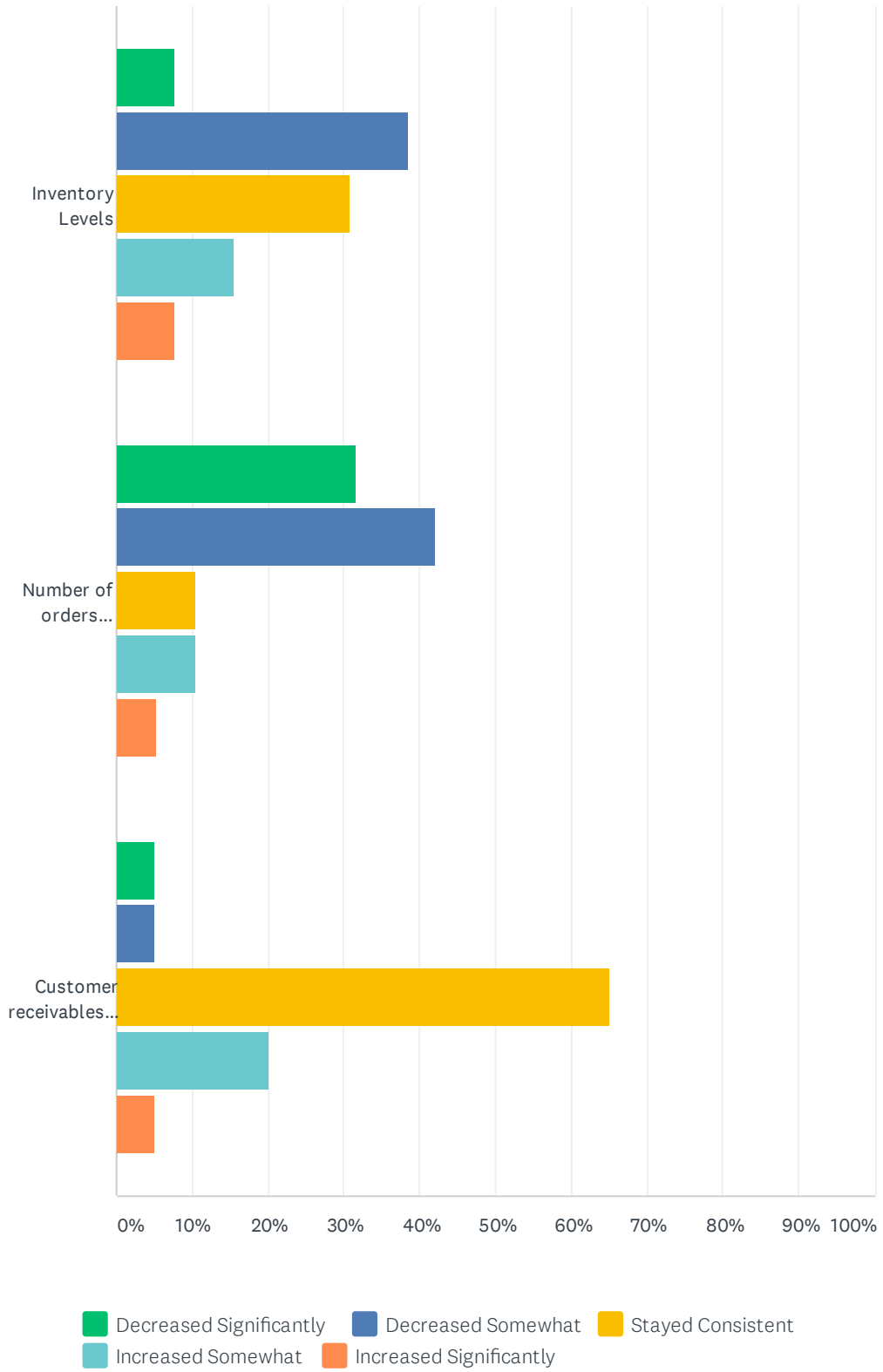


ANSWER CHOICES	RESPONSES
Yes	0.00% 0
No	100.00% 21
TOTAL	21

### Q12 How have the following changed?

Answered: 21 Skipped: 0

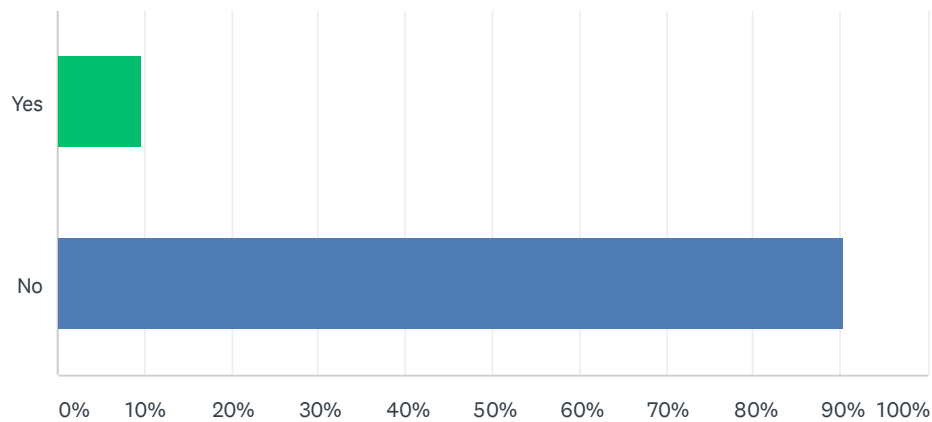




	DECREASED SIGNIFICANTLY	DECREASED SOMEWHAT	STAYED CONSISTENT	INCREASED SOMEWHAT	INCREASED SIGNIFICANTLY	TOTAL
Inventory Levels	7.69% 1	38.46% 5	30.77% 4	15.38% 2	7.69% 1	13
Number of orders customers are placing	31.58% 6	42.11% 8	10.53% 2	10.53% 2	5.26% 1	19
Customer receivables (Days outstanding)	5.00% 1	5.00% 1	65.00% 13	20.00% 4	5.00% 1	20

### Q13 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?

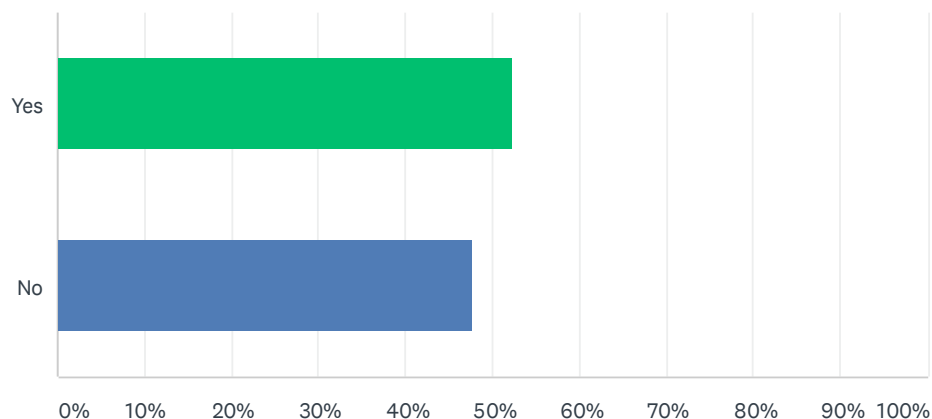
Answered: 21 Skipped: 0



ANSWER CHOICES	RESPONSES	TOTAL
Yes	9.52%	2
No	90.48%	19
TOTAL		21

### Q14 Is your local community seeing a spike in cases currently?

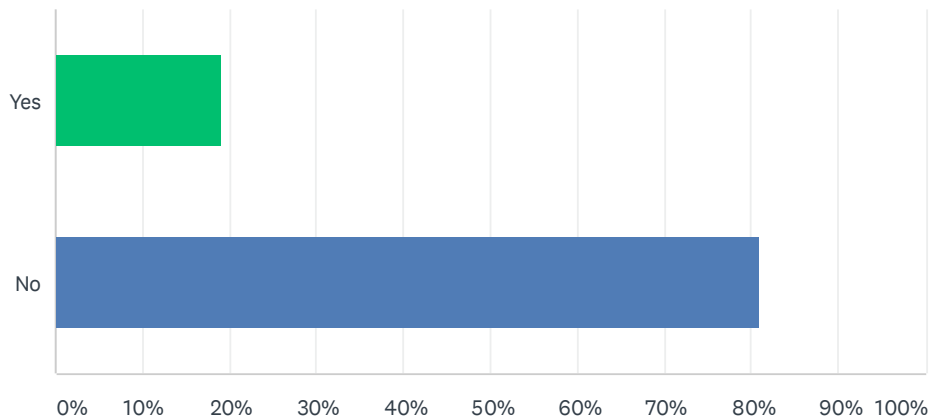
Answered: 21 Skipped: 0



ANSWER CHOICES	RESPONSES	
Yes	52.38%	11
No	47.62%	10
TOTAL		21

### Q15 Has anyone from your organization resumed business travel?

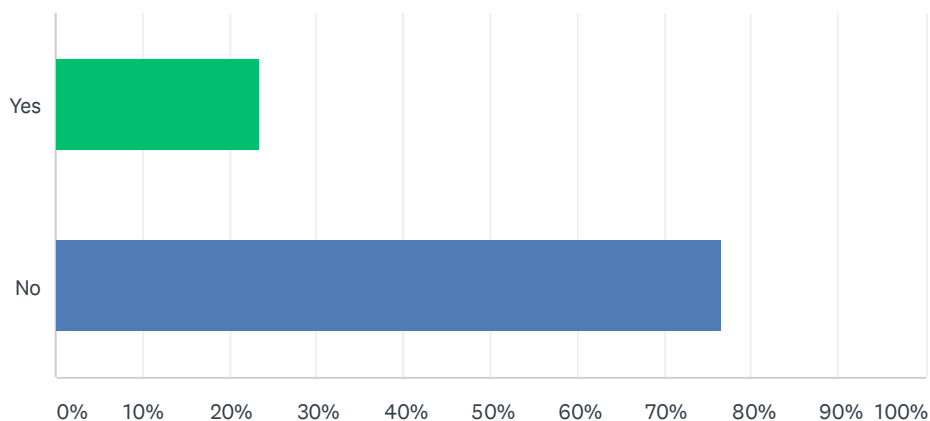
Answered: 21 Skipped: 0



ANSWER CHOICES	RESPONSES	
Yes	19.05%	4
No	80.95%	17
TOTAL		21

### Q16 If business travel has resumed, are you requiring either a negative COVID test before and/or after travel, or instituting a quarantine upon return?

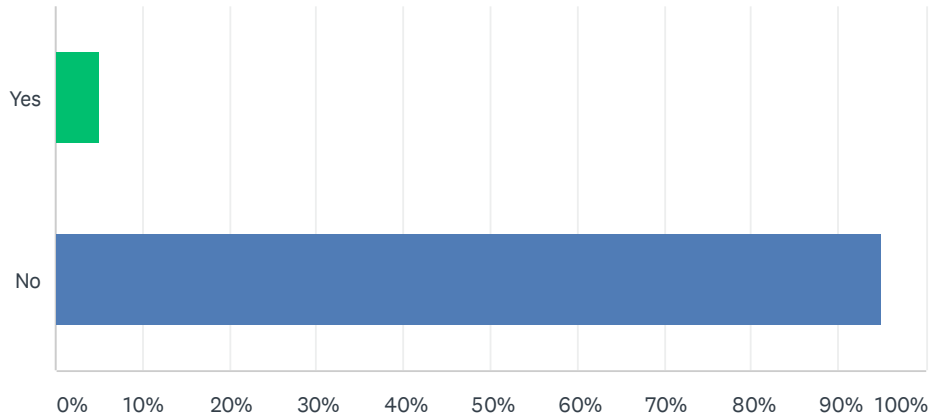
Answered: 17 Skipped: 4



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

### Q17 Are you considering using liability waivers with employees for business travel / meetings?

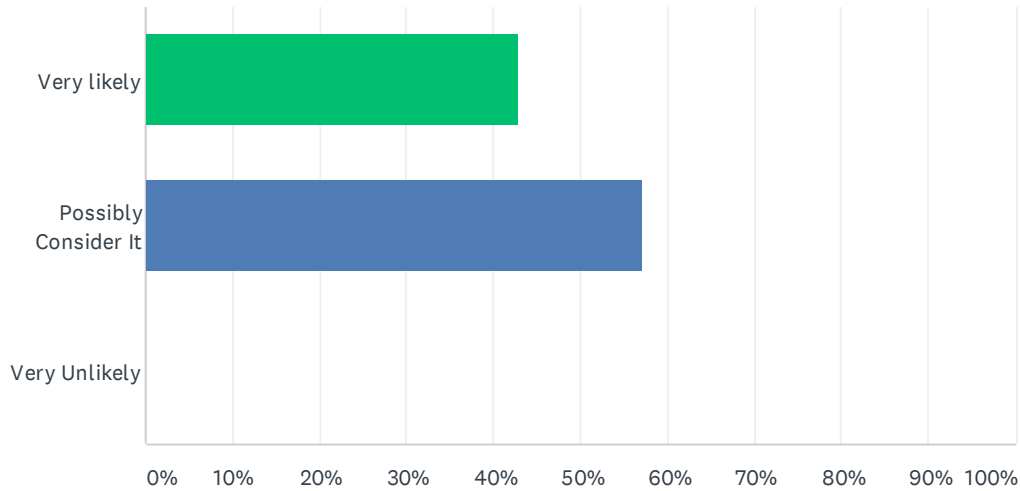
Answered: 20 Skipped: 1



ANSWER CHOICES	RESPONSES
Yes	5.00% 1
No	95.00% 19
TOTAL	20

### Q18 Since the onset of COVID-19, how likely would you attend the 2022 ABMA Annual Convention in March if it were held in person?

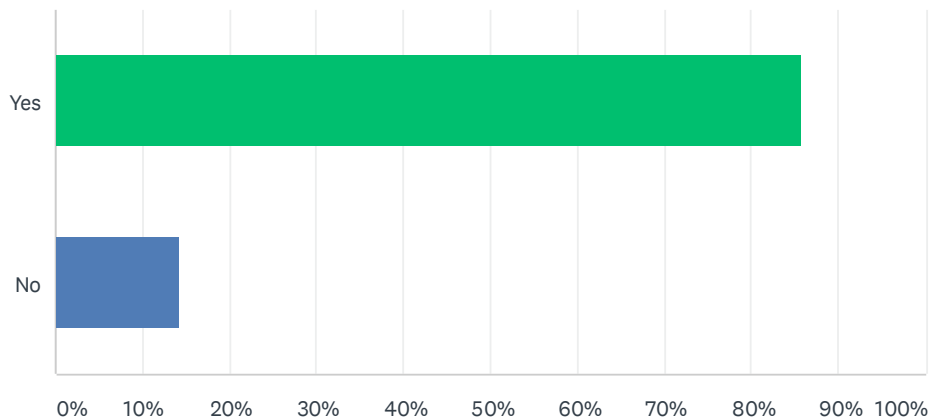
Answered: 21 Skipped: 0



ANSWER CHOICES	RESPONSES	
Very likely	42.86%	9
Possibly Consider It	57.14%	12
Very Unlikely	0.00%	0
<b>TOTAL</b>		<b>21</b>

### Q19 Assuming travel restrictions were lifted, would you feel safe traveling and participating in an ABMA in person event in March 2022?

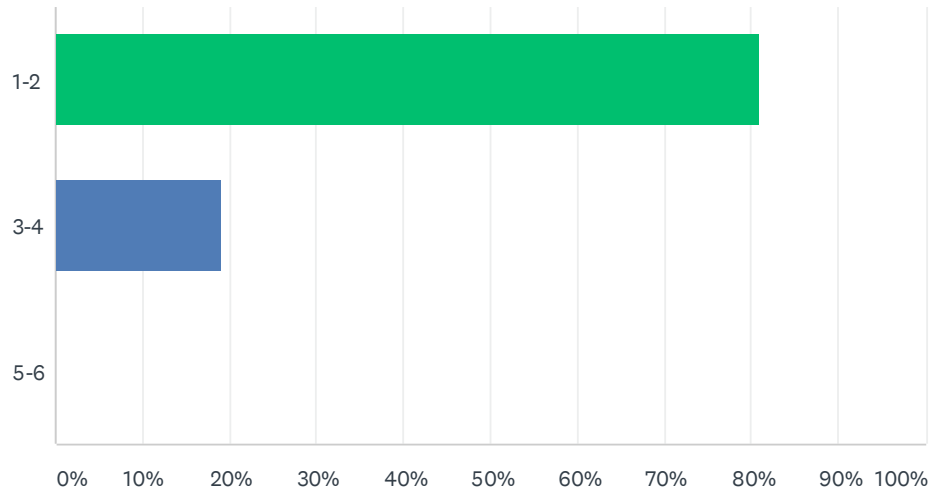
Answered: 21 Skipped: 0



ANSWER CHOICES	RESPONSES	
Yes	85.71%	18
No	14.29%	3
<b>TOTAL</b>		<b>21</b>

### Q20 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: 21 Skipped: 0



ANSWER CHOICES	RESPONSES	
1-2	80.95%	17
3-4	19.05%	4
5-6	0.00%	0
TOTAL		21

### Q21 Is there anything you would like us to ask in a future survey that might help you?

Answered: 5 Skipped: 16