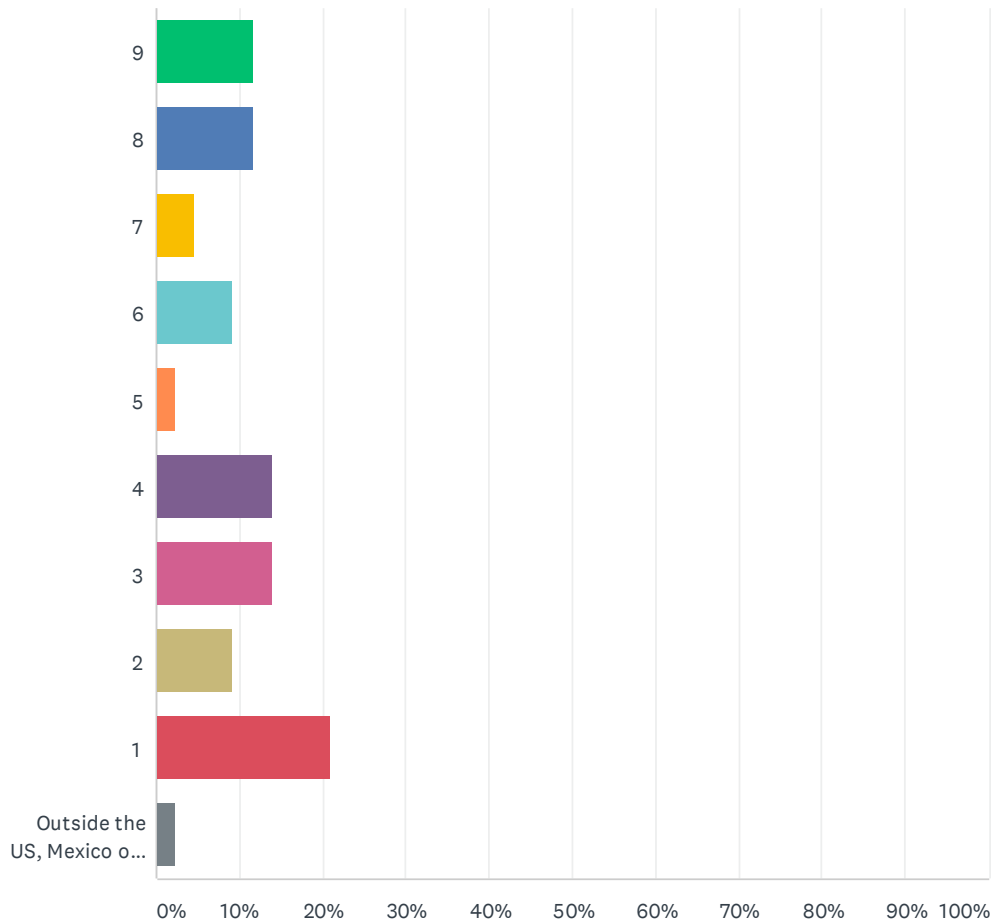


## P1 Using the map above, in which region are you headquartered?

Respondidas: 43 Omitidas: 0



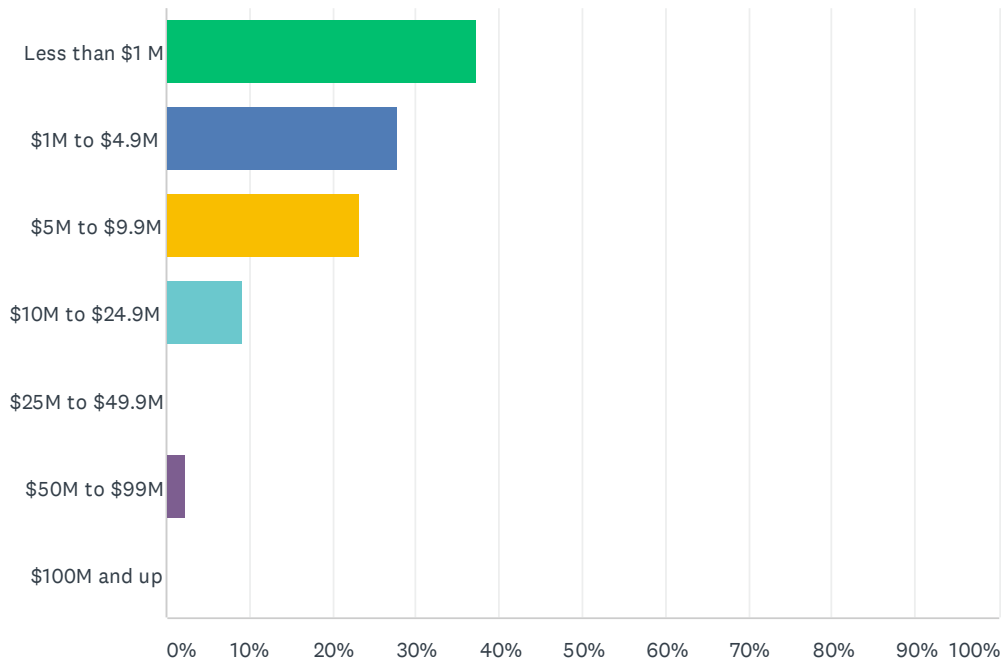
OPCIONES DE RESPUESTA	RESPUESTAS	
9	11.63%	5
8	11.63%	5
7	4.65%	2
6	9.30%	4
5	2.33%	1
4	13.95%	6
3	13.95%	6
2	9.30%	4
1	20.93%	9
Outside the US, Mexico or Canada, please enter country name.	2.33%	1
<b>TOTAL</b>		<b>43</b>

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#	OUTSIDE THE US, MEXICO OR CANADA, PLEASE ENTER COUNTRY NAME.	DATE
1	Australia	4/30/2020 7:53 PM

## P2 What is your annual revenue?

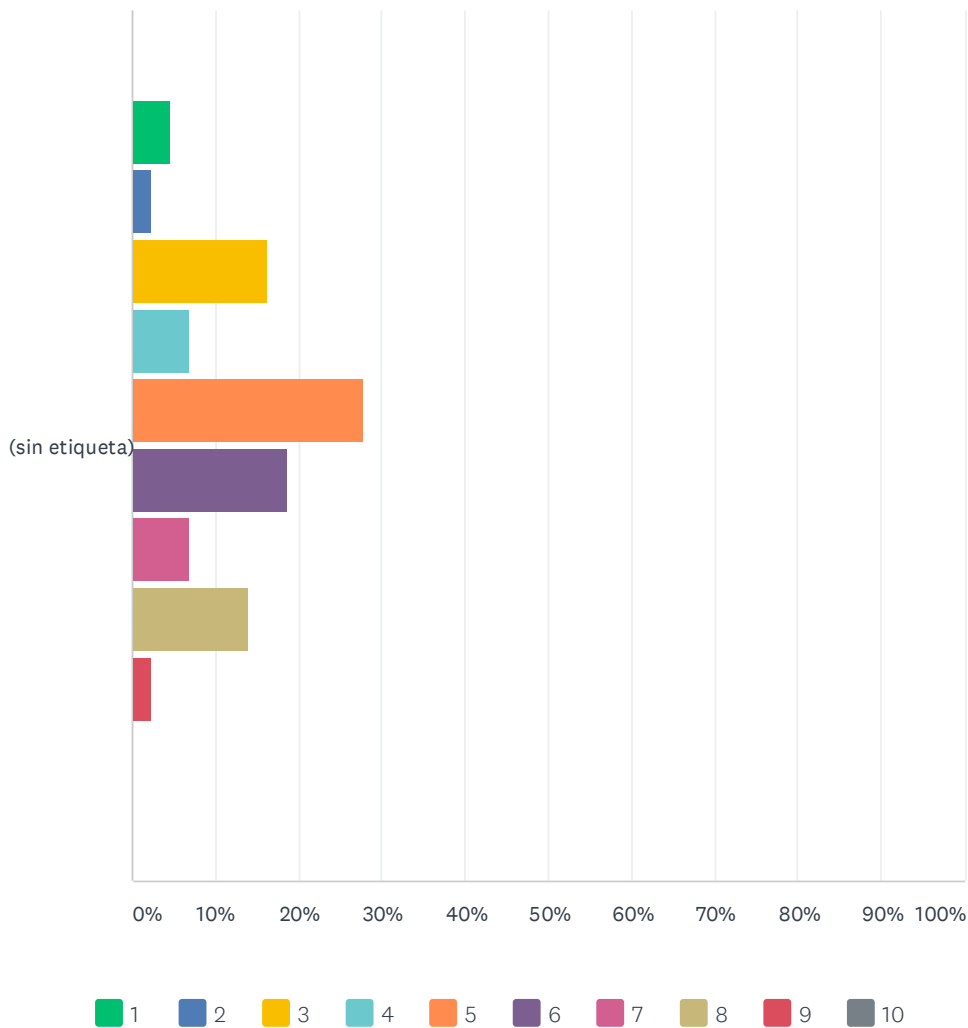
Respondidas: 43 Omitidas: 0



OPCIONES DE RESPUESTA	RESPUESTAS	
Less than \$1 M	37.21%	16
\$1M to \$4.9M	27.91%	12
\$5M to \$9.9M	23.26%	10
\$10M to \$24.9M	9.30%	4
\$25M to \$49.9M	0.00%	0
\$50M to \$99M	2.33%	1
\$100M and up	0.00%	0
<b>TOTAL</b>		<b>43</b>

P3 How do you feel about your business's prospects over the next 12 months? Please answer on a scale of 1 to 10, with "1" meaning "probably will be the worst year ever" and "10" meaning "probably will be the best year ever."

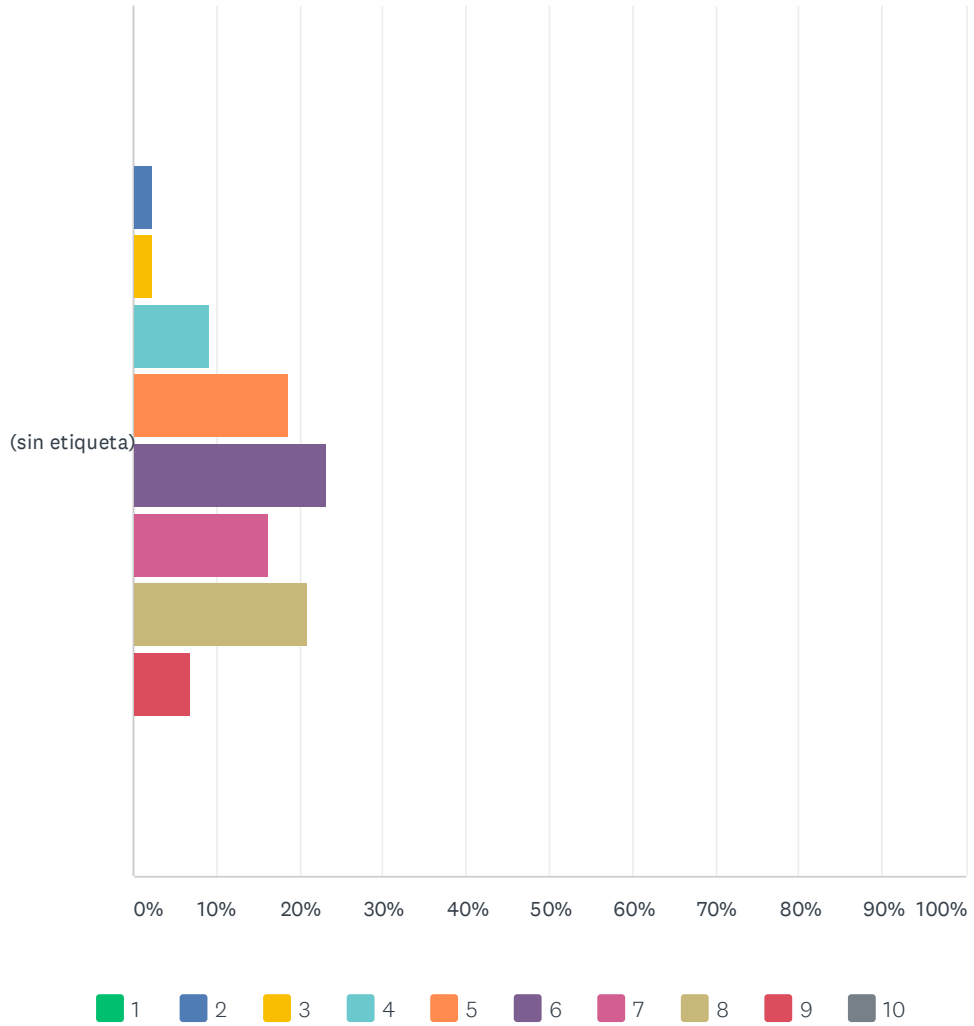
Respondidas: 43 Omitidas: 0



	1	2	3	4	5	6	7	8	9	10	TOTAL	PROMEDIO PONDERADO
(sin etiqueta)	4.65%	2.33%	16.28%	6.98%	27.91%	18.60%	6.98%	13.95%	2.33%	0.00%	43	5.1
	2	1	7	3	12	8	3	6	1	0		

P4 How is your staff's morale? Please answer on a scale of 1 to 10, with "1" meaning "extremely frightened and demoralized" and "10" meaning "extremely optimistic and engaged."

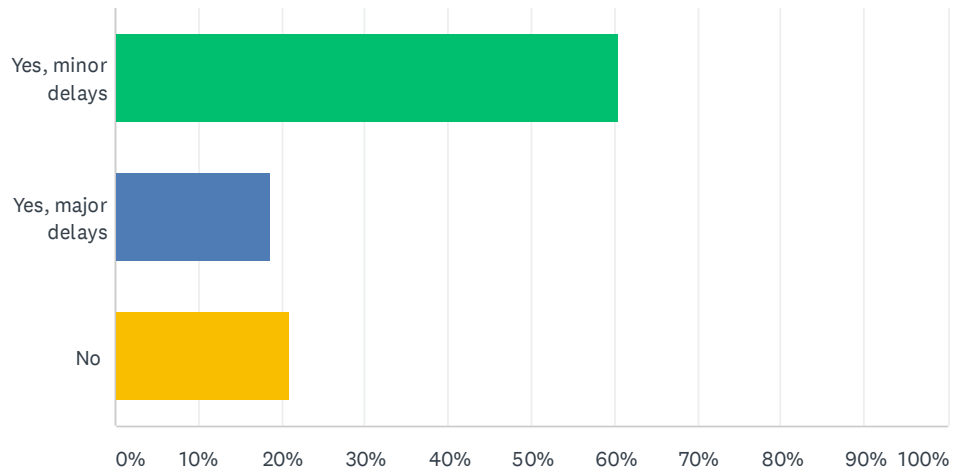
Respondidas: 43 Omitidas: 0



	1	2	3	4	5	6	7	8	9	10	TOTAL	PROMEDIO PONDERADO
(sin etiqueta)	0.00% 0	2.33% 1	2.33% 1	9.30% 4	18.60% 8	23.26% 10	16.28% 7	20.93% 9	6.98% 3	0.00% 0	43	6.2

## P5 Has the COVID-19 pandemic caused any delays in your ability to fulfill customer orders?

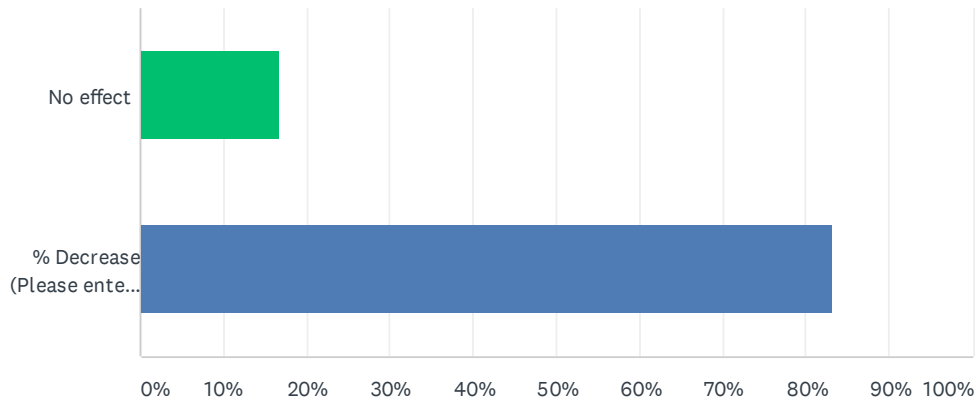
Respondidas: 43 Omitidas: 0



OPCIONES DE RESPUESTA	RESPUESTAS	
Yes, minor delays	60.47%	26
Yes, major delays	18.60%	8
No	20.93%	9
<b>TOTAL</b>		<b>43</b>

## P6 What effect has the COVID-19 pandemic had so far on your revenue?

Respondidas: 42 Omitidas: 1



OPCIONES DE RESPUESTA	RESPUESTAS	
No effect	16.67%	7
% Decrease (Please enter number between 1 and 100. No percentage sign required.)	83.33%	35
<b>TOTAL</b>		<b>42</b>

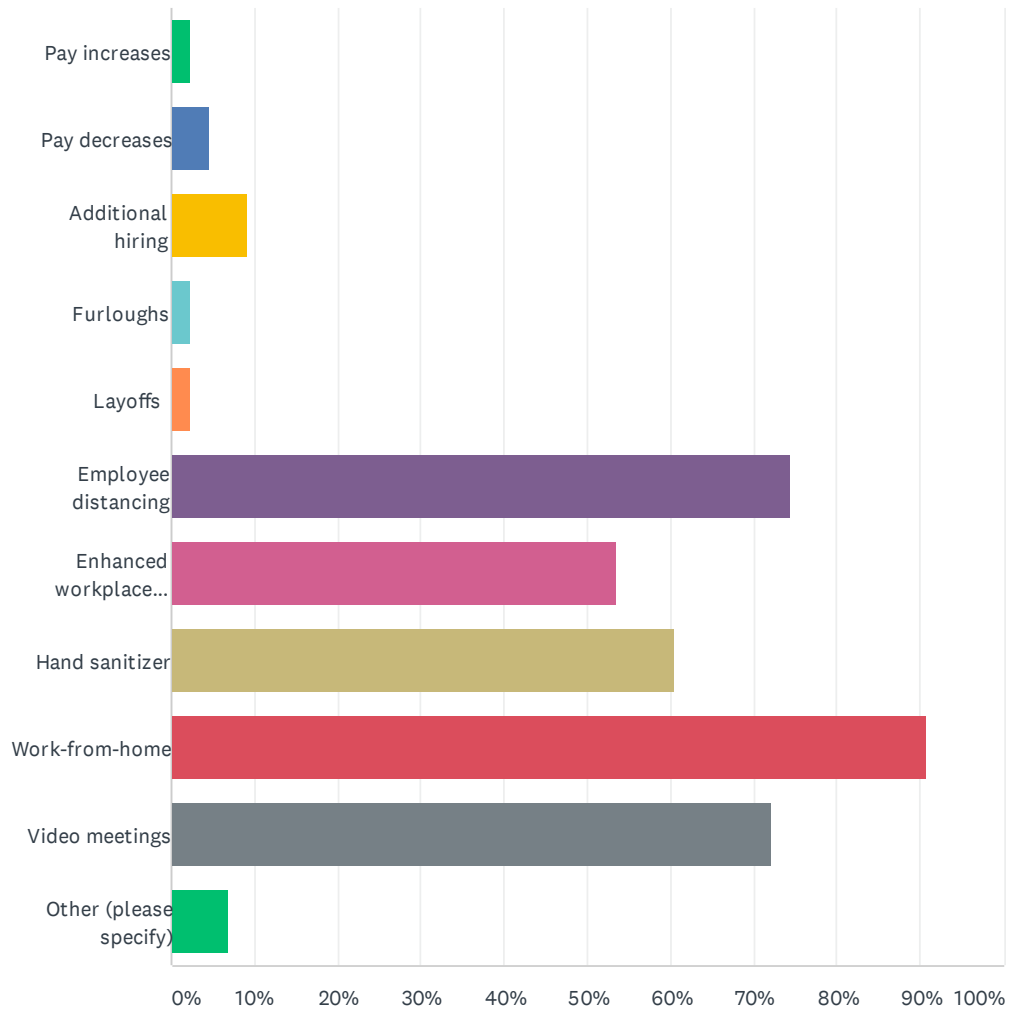
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#	% DECREASE (PLEASE ENTER NUMBER BETWEEN 1 AND 100. NO PERCENTAGE SIGN REQUIRED.)	DATE
1	15	5/1/2020 11:04 AM
2	75	5/1/2020 9:22 AM
3	10	4/30/2020 7:53 PM
4	40	4/30/2020 6:25 PM
5	10	4/30/2020 4:42 PM
6	50	4/30/2020 3:31 PM
7	75	4/30/2020 2:11 PM
8	40	4/30/2020 1:26 PM
9	15	4/30/2020 12:52 PM
10	40	4/30/2020 12:32 PM
11	30	4/30/2020 12:32 PM
12	35	4/30/2020 12:12 PM
13	10	4/30/2020 11:57 AM
14	20	4/30/2020 11:52 AM
15	50	4/30/2020 11:48 AM
16	5	4/30/2020 11:44 AM
17	50	4/30/2020 11:41 AM
18	20	4/30/2020 11:41 AM
19	30	4/30/2020 11:39 AM
20	40	4/30/2020 11:39 AM
21	10	4/30/2020 11:37 AM
22	6	4/30/2020 11:29 AM
23	20	4/30/2020 11:29 AM
24	10	4/30/2020 11:28 AM
25	20	4/30/2020 11:27 AM
26	10	4/30/2020 11:26 AM
27	20	4/30/2020 11:25 AM
28	25	4/30/2020 11:21 AM
29	20	4/30/2020 11:20 AM
30	25	4/30/2020 11:19 AM
31	40	4/30/2020 11:17 AM
32	10	4/30/2020 11:17 AM
33	30	4/30/2020 11:17 AM
34	20	4/30/2020 11:16 AM
35	40	4/30/2020 11:16 AM



### P7 What personnel-related actions have you taken in response to the COVID-19 pandemic (check all that apply)?

Respondidas: 43 Omitidas: 0



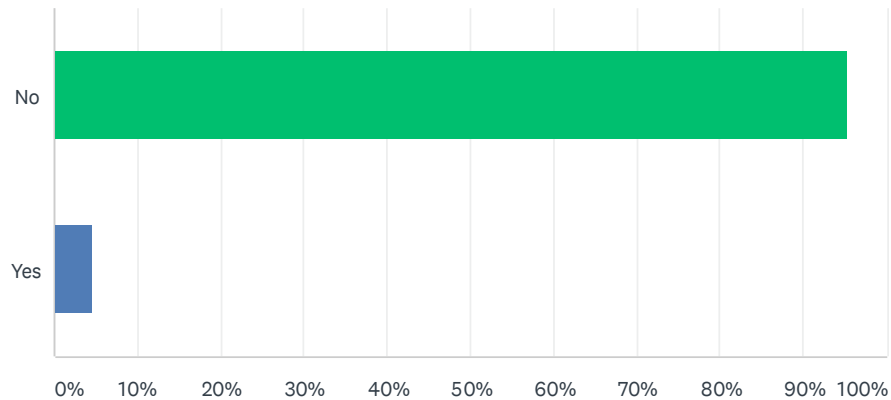
April 30, 2020 Affiliate Business Conditions Survey

OPCIONES DE RESPUESTA	RESPUESTAS	
Pay increases	2.33%	1
Pay decreases	4.65%	2
Additional hiring	9.30%	4
Furloughs	2.33%	1
Layoffs	2.33%	1
Employee distancing	74.42%	32
Enhanced workplace cleanings	53.49%	23
Hand sanitizer	60.47%	26
Work-from-home	90.70%	39
Video meetings	72.09%	31
Other (please specify)	6.98%	3
Total de encuestados: 43		

#	OTHER (PLEASE SPECIFY)	DATE
1	Non Contact Thermometer and Oxi-meter Testing in House	5/1/2020 11:04 AM
2	masks	4/30/2020 1:26 PM
3	Lots of phone contact with customers	4/30/2020 11:20 AM

## P8 Have any of your employees tested positive for COVID-19?

Respondidas: 43 Omitidas: 0

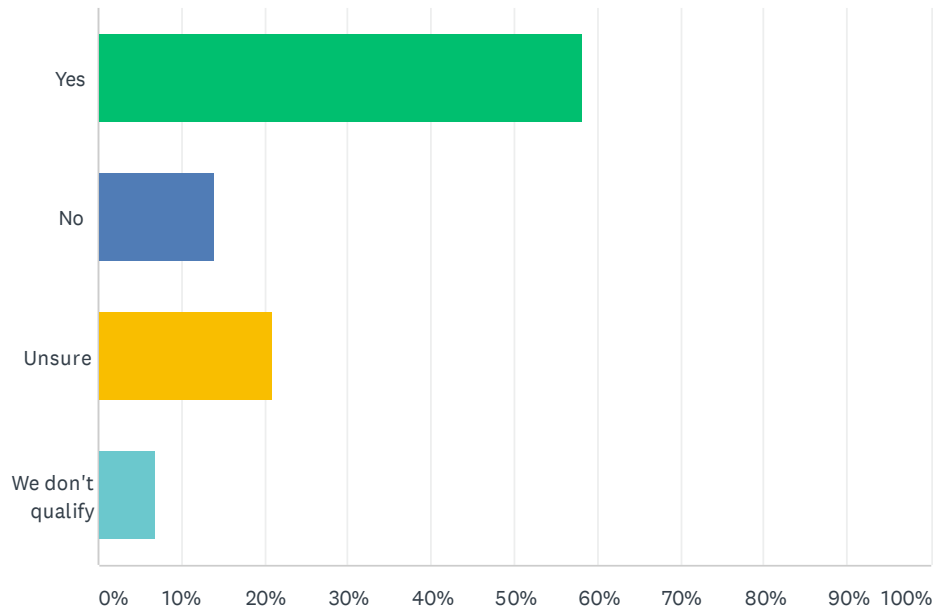


OPCIONES DE RESPUESTA	RESPUESTAS	
No	95.35%	41
Yes	4.65%	2
<b>TOTAL</b>		<b>43</b>

#	IF YES, PLEASE EXPLAIN HOW YOUR COMPANY RESPONDED.	DATE
1	Informed all employees. Complete workplace sanitizing and employee social distancing to continue. Must not come to work if any symptoms arise.	4/30/2020 2:11 PM
2	1 in manufacturing. We shut down the plant for 2 weeks and did massive deep clean. Now all factory employees are wearing masks and temp is taken prior to beginning shift.	4/30/2020 11:39 AM

## P9 Do you intend to pursue any financial relief offered under the Coronavirus Aid, Relief and Economic Security (CARES) Act?

Respondidas: 43 Omitidas: 0



OPCIONES DE RESPUESTA	RESPUESTAS	
Yes	58.14%	25
No	13.95%	6
Unsure	20.93%	9
We don't qualify	6.98%	3
<b>TOTAL</b>		<b>43</b>

## P10 Please share any other comments you would like to make about the effect of COVID-19 on your business:

Respondidas: 16 Omitidas: 27

#	RESPUESTAS	DATE
1	Expect impact on revenue in the third and fourth quarters.	5/1/2020 11:30 AM
2	A little more stressful on everyone due to the unknowns and everyone having differing opinions on severity. Having to have all employees that feel ill in anyway stay home and get a doctors note clearing them to return to work. Retail station service work is down the most, 25-30%, but testing and commercial/Ag work is steady. We had a good backlog of many small construction/repair projects to last for 60-90 days minimum.	4/30/2020 8:39 PM
3	None.	4/30/2020 7:53 PM
4	Who ever knew/thought we would be dealing with a total shutdown in our area. This will take years to recover from.	4/30/2020 3:31 PM
5	The effect is the same as everywhere. We all just become too complacent.	4/30/2020 1:26 PM
6	COVID-19 has restricted my ability to travel to client sites.	4/30/2020 1:01 PM
7	we applied for and received a PPP loan	4/30/2020 12:52 PM
8	It seems that the mental stress of being at home with family and the change in "normal" activities is placing more stress on employees than work obligations.	4/30/2020 11:57 AM
9	Concern about the low price of crude and the lowered demand for petroleum products.	4/30/2020 11:57 AM
10	PPP Loan received which will help	4/30/2020 11:48 AM
11	I have friends and family who work in hospitals and they are seeing nothing compared to what was predicted. Time will tell, but many of us are starting to feel like we've been duped by the press and politicians.	4/30/2020 11:41 AM
12	We are seeing an uptick in interest for remote monitoring technology as mandated social distancing exposes people to the benefits of remote functionality and changes long-term behaviors.	4/30/2020 11:38 AM
13	Do not expect an L shaped recovery like PEI board does.	4/30/2020 11:29 AM
14	So far the virus has had a minimal effect on our business but we anticipate that to worsen the longer the Stay at home orders are in effect.	4/30/2020 11:20 AM
15	Already received PPP loan	4/30/2020 11:17 AM
16	We have been very fortunate not to have our business greatly impacted by the COVID-19 pandemic.	4/30/2020 11:16 AM