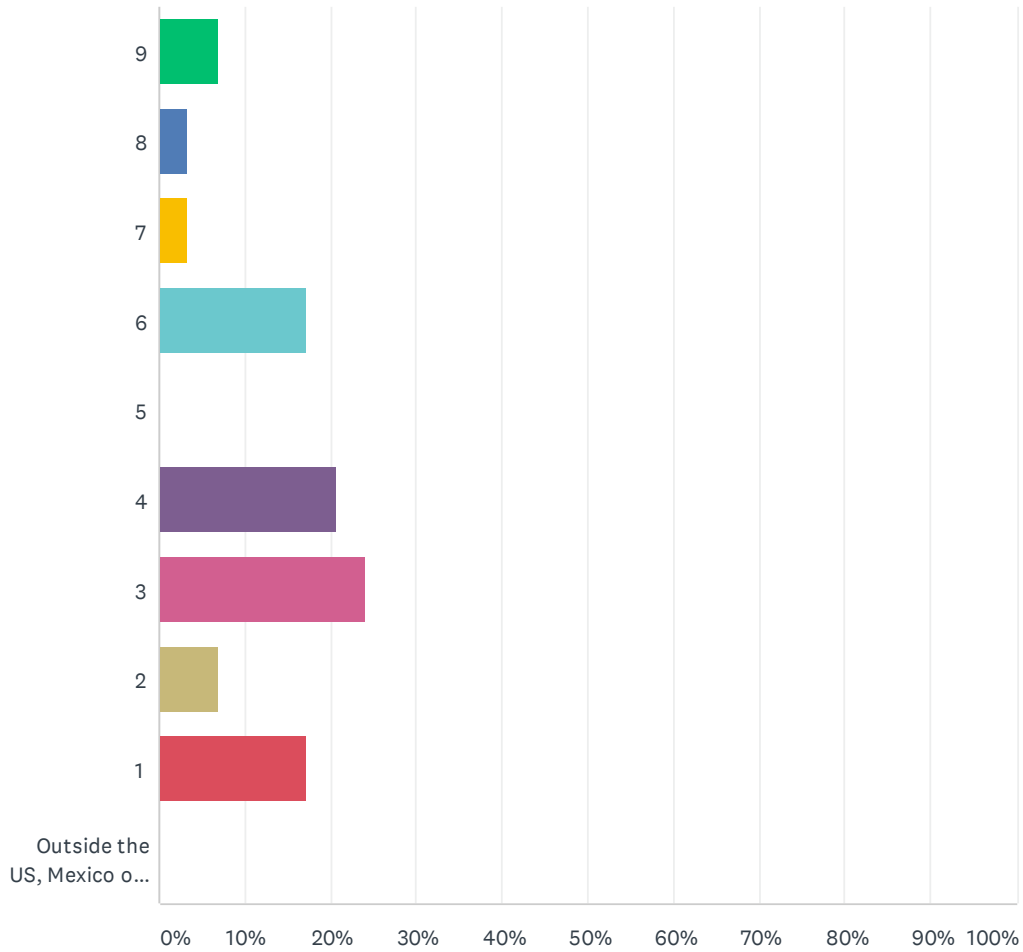


# Q1 Using the map above, in which region are you headquartered?

Answered: 29 Skipped: 0



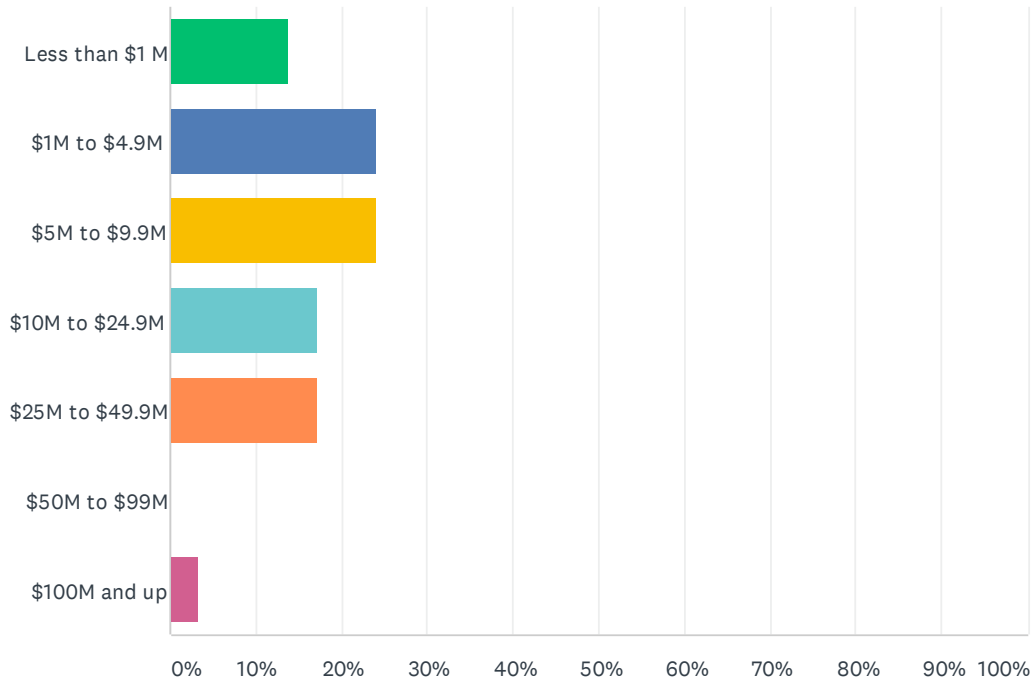
ANSWER CHOICES	RESPONSES	
9	6.90%	2
8	3.45%	1
7	3.45%	1
6	17.24%	5
5	0.00%	0
4	20.69%	6
3	24.14%	7
2	6.90%	2
1	17.24%	5
Outside the US, Mexico or Canada, please enter country name.	0.00%	0
<b>TOTAL</b>		<b>29</b>

May 27, 2020 Manufacturer Business Conditions Survey

#	OUTSIDE THE US, MEXICO OR CANADA, PLEASE ENTER COUNTRY NAME.	DATE
There are no responses.		

## Q2 What is your annual revenue?

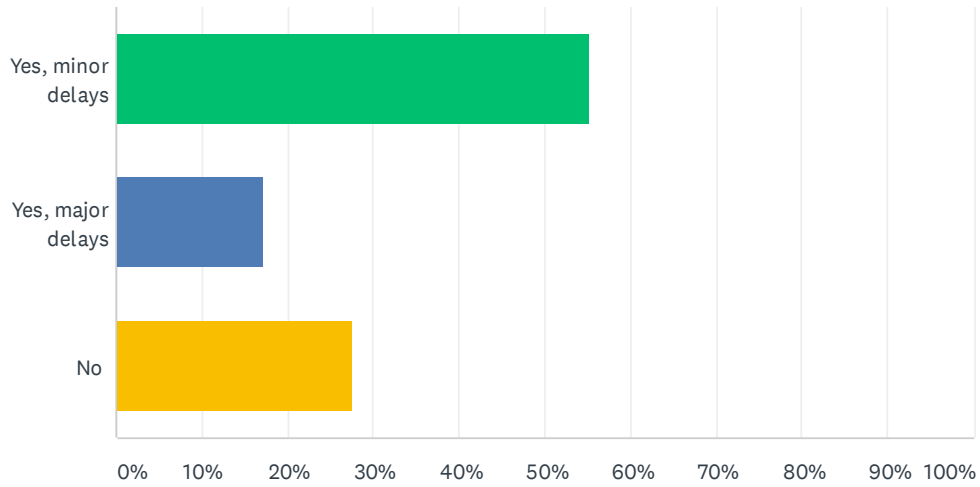
Answered: 29 Skipped: 0



ANSWER CHOICES	RESPONSES	
Less than \$1 M	13.79%	4
\$1M to \$4.9M	24.14%	7
\$5M to \$9.9M	24.14%	7
\$10M to \$24.9M	17.24%	5
\$25M to \$49.9M	17.24%	5
\$50M to \$99M	0.00%	0
\$100M and up	3.45%	1
<b>TOTAL</b>		<b>29</b>

### Q3 Has the COVID-19 pandemic delayed the delivery of parts and supplies you order from others?

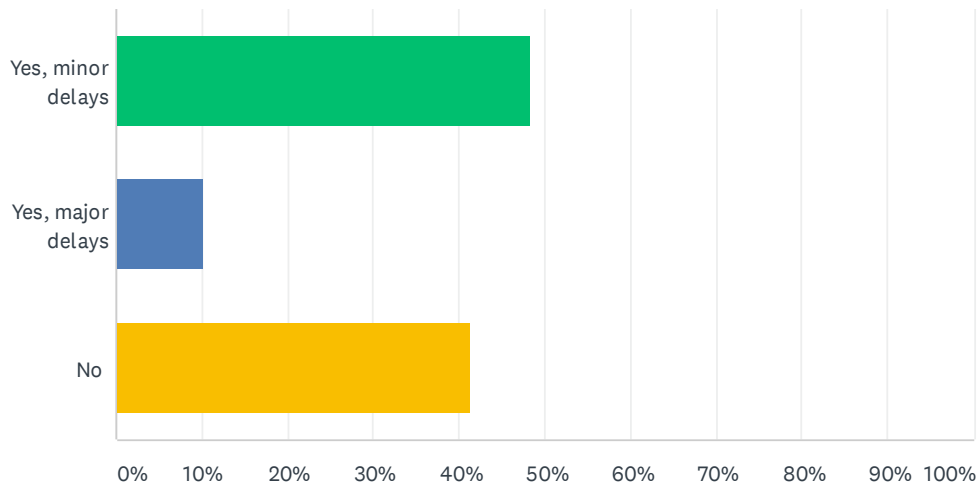
Answered: 29 Skipped: 0



ANSWER CHOICES	RESPONSES	
Yes, minor delays	55.17%	16
Yes, major delays	17.24%	5
No	27.59%	8
<b>TOTAL</b>		<b>29</b>

## Q4 Has the COVID-19 pandemic caused any delays in the production and/or shipment of your finished products?

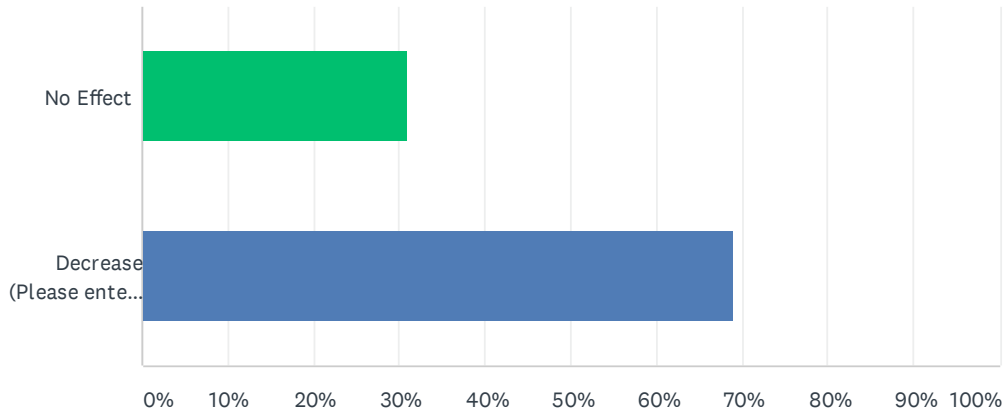
Answered: 29 Skipped: 0



ANSWER CHOICES	RESPONSES	
Yes, minor delays	48.28%	14
Yes, major delays	10.34%	3
No	41.38%	12
<b>TOTAL</b>		<b>29</b>

## Q5 What effect has the COVID-19 outbreak had on your revenue so far?

Answered: 29 Skipped: 0



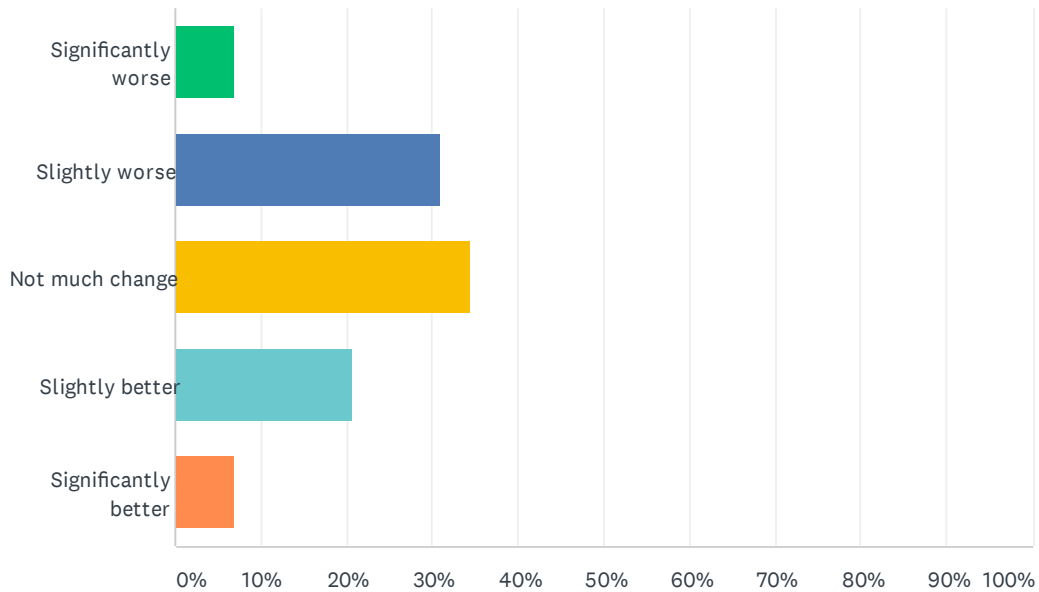
ANSWER CHOICES	RESPONSES	
No Effect	31.03%	9
Decrease (Please enter a number between 1 and 100. No percentage sign required.)	68.97%	20
<b>TOTAL</b>		<b>29</b>

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#	DECREASE (PLEASE ENTER A NUMBER BETWEEN 1 AND 100. NO PERCENTAGE SIGN REQUIRED.)	DATE
1	35	5/29/2020 11:46 AM
2	18	5/29/2020 10:13 AM
3	30	5/29/2020 9:06 AM
4	15	5/29/2020 8:33 AM
5	20	5/29/2020 8:28 AM
6	30	5/28/2020 1:31 PM
7	50	5/28/2020 11:42 AM
8	40	5/28/2020 10:45 AM
9	10	5/28/2020 10:29 AM
10	10	5/28/2020 9:34 AM
11	75	5/28/2020 9:26 AM
12	40	5/28/2020 9:17 AM
13	40	5/28/2020 9:17 AM
14	50	5/28/2020 9:03 AM
15	50	5/28/2020 9:01 AM
16	30	5/28/2020 9:00 AM
17	30	5/28/2020 8:56 AM
18	30	5/28/2020 8:55 AM
19	30	5/28/2020 8:54 AM
20	15	5/28/2020 8:33 AM

**Q6 As compared to April, has your business improved, gotten worse or stayed about the same in May? Please select the option below that best describes your experience this month.**

Answered: 29 Skipped: 0



ANSWER CHOICES	RESPONSES
Significantly worse	6.90% 2
Slightly worse	31.03% 9
Not much change	34.48% 10
Slightly better	20.69% 6
Significantly better	6.90% 2
<b>TOTAL</b>	<b>29</b>



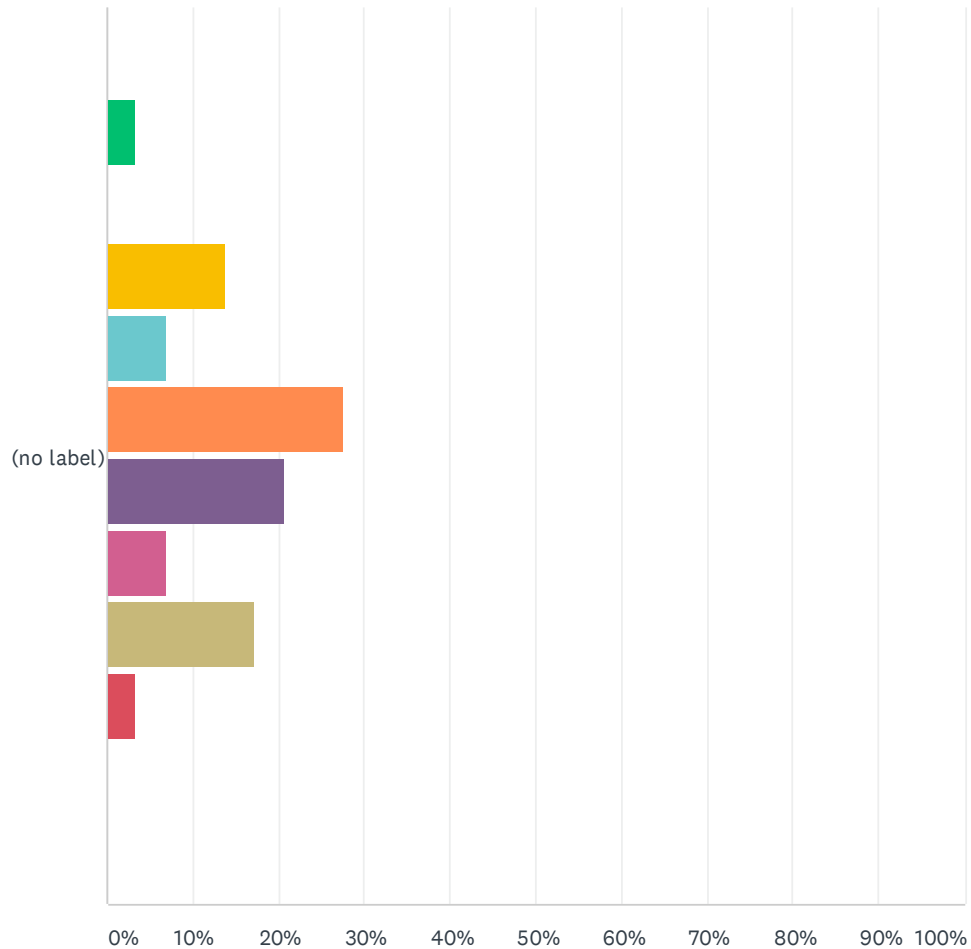
## Q7 Please share any comments that would help us understand your answer to the preceding question about your May results:

Answered: 9 Skipped: 20

#	RESPONSES	DATE
1	month to month change is not significant and difficult to tell whether driven by Covid or unrelated issues such as weather, permits, etc.	5/29/2020 9:03 PM
2	We are running out of back log orders	5/29/2020 11:46 AM
3	the pipeline of projects getting pushed out / paused. Maintenance has been delayed - bundling more than one problem at a time	5/29/2020 9:06 AM
4	spring is here and whatever maintenance was being put off due to the virus is getting done because of the waves of restrictions being lifted. still much ground to recover, nobody wants to 'stock" most are ordering only what is needed, or not ordering at all, depleting previous inventories. everyone is trying to run lean	5/28/2020 10:45 AM
5	Our new construction items are picking up Was even after first quarter. Down 10% in April and June.	5/28/2020 10:29 AM
6	business has picked up in May	5/28/2020 9:17 AM
7	April was the worst. Lack of orders and skeleton crew. May is looking near normal	5/28/2020 9:17 AM
8	We are considered first line personnel and equipment as we control food safety and building support	5/28/2020 9:05 AM
9	Business has been declining since January, 2020	5/28/2020 8:56 AM

Q8 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.”

Answered: 29 Skipped: 0

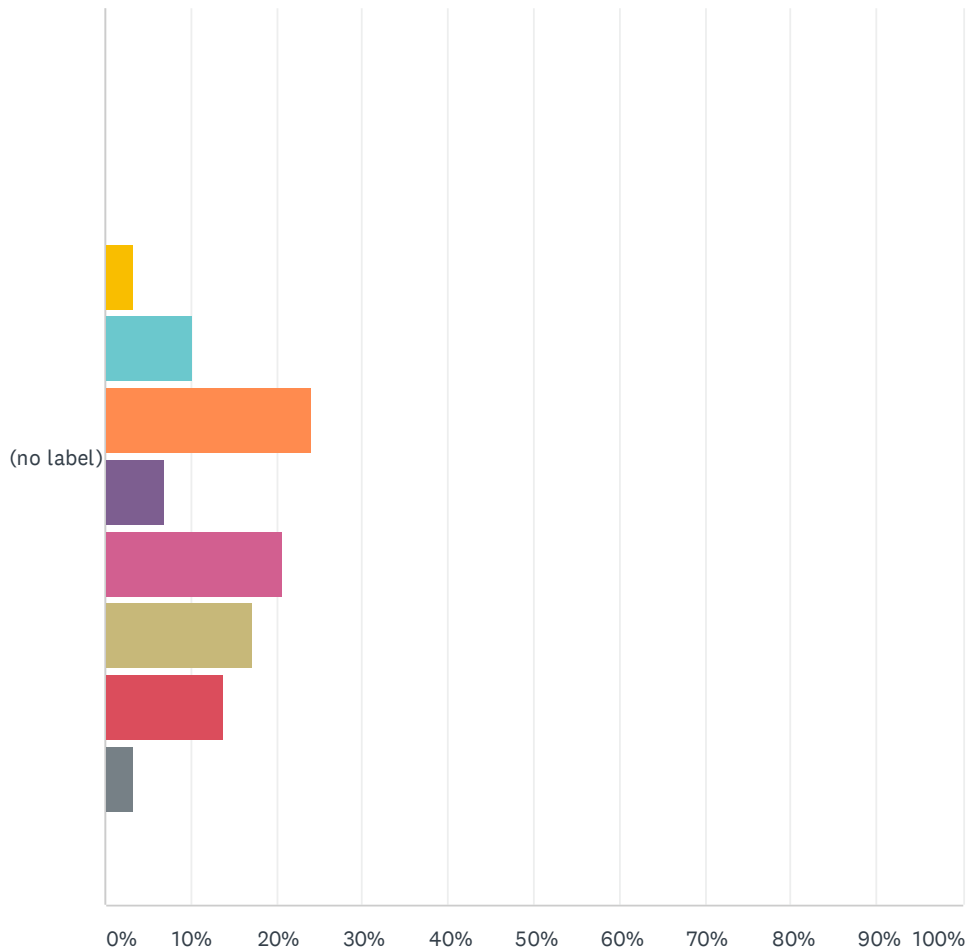


1 2 3 4 5 6 7 8 9 10

	1	2	3	4	5	6	7	8	9	10	TOTAL	WEIGHTED AVERAGE
(no label)	3.45% 1	0.00% 0	13.79% 4	6.90% 2	27.59% 8	20.69% 6	6.90% 2	17.24% 5	3.45% 1	0.00% 0	29	5.52

Q9 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."

Answered: 29 Skipped: 0

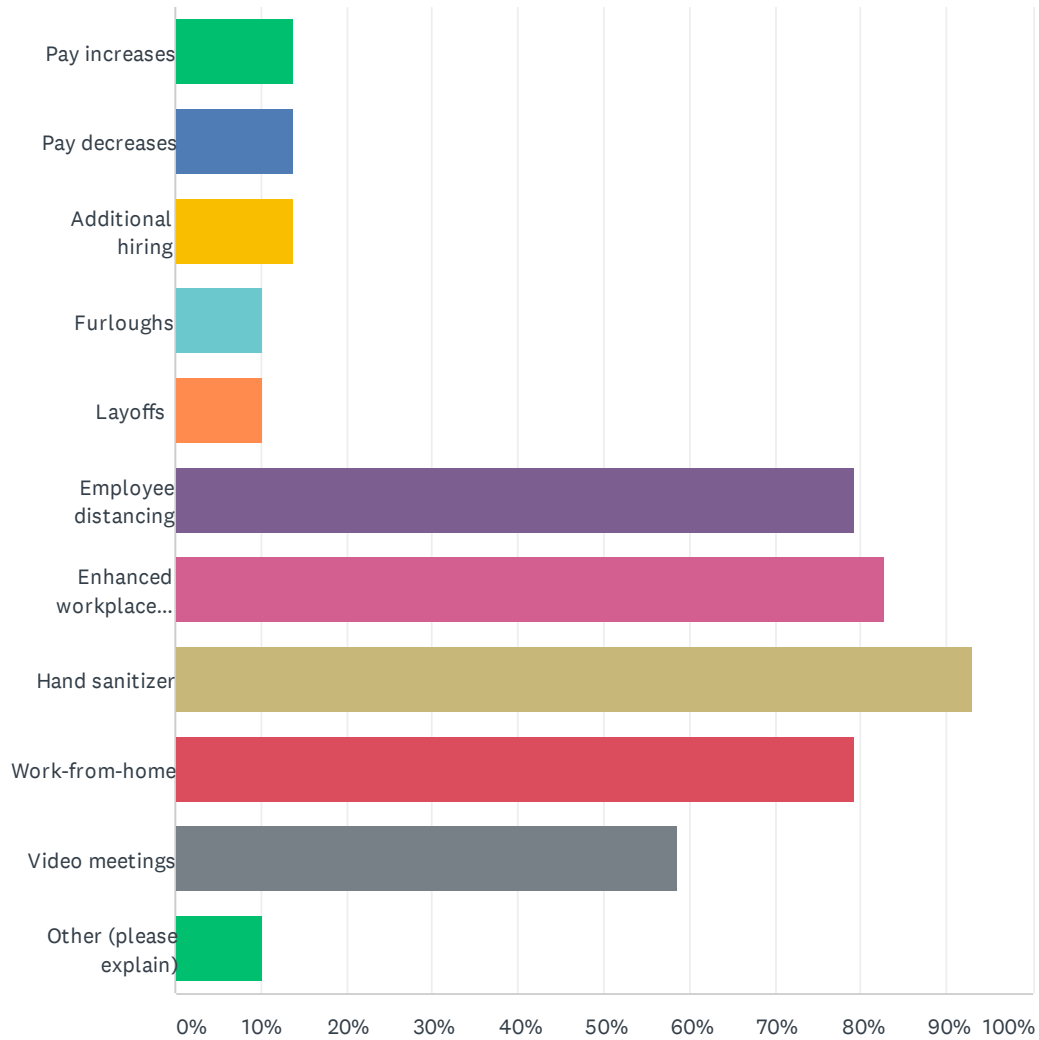


■ 1 
 ■ 2 
 ■ 3 
 ■ 4 
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 ■ 6 
 ■ 7 
 ■ 8 
 ■ 9 
 ■ 10

	1	2	3	4	5	6	7	8	9	10	TOTAL	WEIGHTED AVERAGE
(no label)	0.00% 0	0.00% 0	3.45% 1	10.34% 3	24.14% 7	6.90% 2	20.69% 6	17.24% 5	13.79% 4	3.45% 1	29	6.55

### Q10 What personnel-related actions have you taken in response to the COVID-19 outbreak? (check all that apply)

Answered: 29 Skipped: 0



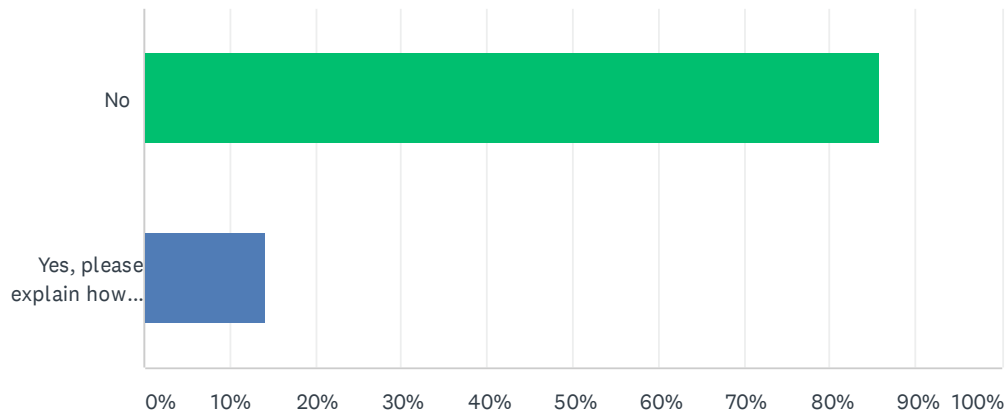
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ANSWER CHOICES	RESPONSES	
Pay increases	13.79%	4
Pay decreases	13.79%	4
Additional hiring	13.79%	4
Furloughs	10.34%	3
Layoffs	10.34%	3
Employee distancing	79.31%	23
Enhanced workplace cleanings	82.76%	24
Hand sanitizer	93.10%	27
Work-from-home	79.31%	23
Video meetings	58.62%	17
Other (please explain)	10.34%	3
Total Respondents: 29		

#	OTHER (PLEASE EXPLAIN)	DATE
1	Deferred all business travel	5/29/2020 9:03 PM
2	Masks	5/29/2020 11:46 AM
3	PPP money/requirements has kept staffing level	5/29/2020 9:06 AM

## Q11 Have any of your employees tested positive for COVID-19?

Answered: 28 Skipped: 1

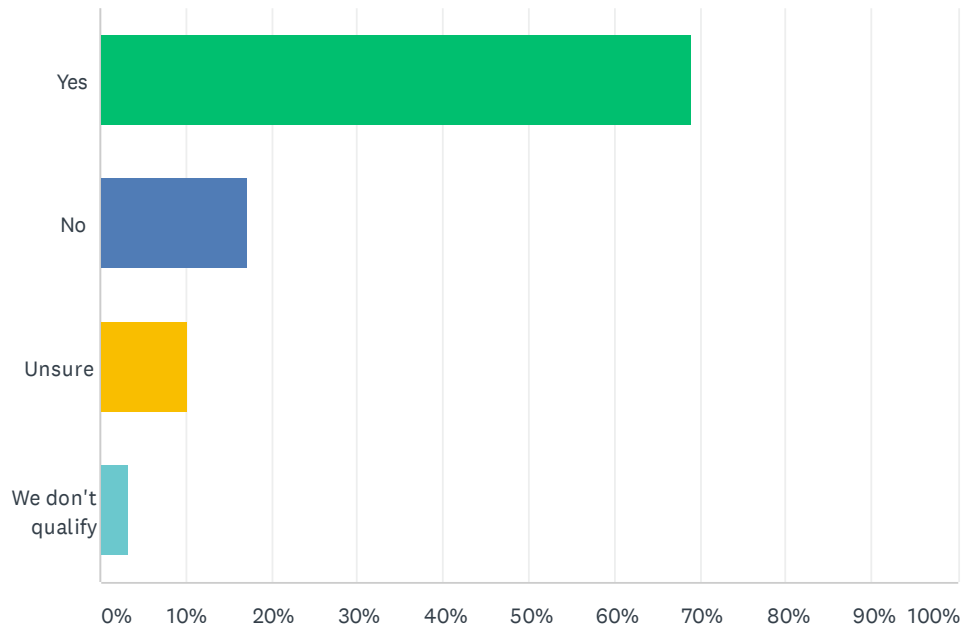


ANSWER CHOICES	RESPONSES	
No	85.71%	24
Yes, please explain how your company responded.	14.29%	4
<b>TOTAL</b>		<b>28</b>

#	YES, PLEASE EXPLAIN HOW YOUR COMPANY RESPONDED.	DATE
1	Quarantines	5/29/2020 9:03 PM
2	Sheltered	5/29/2020 11:46 AM
3	1 employee; quarantined people that had possible exposure and deep cleaning of facility; followed CDC guidelines.	5/29/2020 9:32 AM
4	3	5/28/2020 11:42 AM

## Q12 Have you pursued (or do you intend to pursue) a Paycheck Protection Program (PPP) loan or any other financial relief offered under the Coronavirus Aid, Relief and Economic Security (CARES) Act?

Answered: 29 Skipped: 0



ANSWER CHOICES	RESPONSES	
Yes	68.97%	20
No	17.24%	5
Unsure	10.34%	3
We don't qualify	3.45%	1
<b>TOTAL</b>		<b>29</b>