

2020
New York Photonics End-of-year Survey



Constant Contact Survey Results

Survey Name: December (2020) Member Survey

Response Status: Partial & Completed

* How do you describe business conditions for your company now?

22 Response(s)

The responses to this question are only shared with companies that completed the survey

* Looking back on 2020 for new orders compared to 2019, is the trend up, the same, or down?

Answer	0%	100%	Number of Response(s)	Response Ratio
New orders are up			10	45.4 %
New orders are the same			7	31.8 %
New orders are down			5	22.7 %
No Response(s)			0	0.0 %
Totals			22	100%

COVID has proven to be insidious, with new waves occurring around the country. In light of the continuing pandemic are you feeling worse, the same, or better about the business prospects for 2021?

Answer	0%	100%	Number of Response(s)	Response Ratio
More pessimistic			2	9.0 %
About the same			14	63.6 %
More optimistic			6	27.2 %
No Response(s)			0	0.0 %
Totals			22	100%

Which market that you sell to is holding up best for your business?

Answer	0%	100%	Number of Response(s)	Response Ratio
Commercial			7	31.8 %
Defense			6	27.2 %
Other			9	40.9 %
No Response(s)			0	0.0 %
Totals			22	100%

Which market that you sell to is holding up the worst for your business?

Answer	0%	100%	Number of Response(s)	Response Ratio
Commercial			7	31.8 %
Defense			4	18.1 %
Other			11	50.0 %
No Response(s)			0	0.0 %
Totals			22	100%

Detailed responses are only shared with companies that completed the survey.

How do you feel that the election of Joe Biden as president will affect your business in 2021 and beyond, and why?

21 Response(s)

Detailed responses are only shared with companies that completed the survey.

TextBlock:

The trade war with China has caused many small business owners to face tough decisions since January 2018. The following four questions are about the affect of tariffs.

***How have import tariffs affected your business?**

Answer	0%	100%	Number of Response(s)	Response Ratio
Not at all			9	40.9 %
Significantly, but we are doing OK with slimmer margins			5	22.7 %
The tariffs have been a disaster for our business			1	4.5 %
Other			7	31.8 %
No Response(s)			0	0.0 %
Totals			22	100%

Detailed responses are only shared with companies that completed the survey.

***Please estimate the percentage of your business relying in supplies/materials from China or sales to China.**

1 = zero, 2 = Less than 10%, 3 = 11% - 25%, 4 = 26% - 50%, 5 = 51% - 75%, 6 = Too much

	1	2	3	4	5	6	Number of Response(s)	Rating Score*
							21	2.5

*The Rating Score is the weighted average calculated by dividing the sum of all weighted ratings by the number of total responses.

Detailed responses are only shared with companies that completed the survey.

If your business has been significantly affected by Chinese tariffs, how have you coped?

Answer	0%	100%	Number of Response(s)	Response Ratio
We absorb the cost.			7	31.8 %
We pass the costs on to our customers.			5	22.7 %
A bit of both.			6	27.2 %
No Response(s)			4	18.1 %
Totals			22	100%

Have you attempted or succeeded in changing suppliers to other SE Asian nations?

Answer	0%	100%	Number of Response(s)	Response Ratio
Yes			3	13.6 %
No			13	59.0 %
Other			4	18.1 %
No Response(s)			2	9.0 %
Totals			22	100%

TextBlock:

WORKFORCE & PRODUCTIVITY

Will you be offering a Christmas bonus to your employees?



Answer	0%	100%	Number of Response(s)	Response Ratio
Yes			16	72.7 %
No			3	13.6 %
Other			2	9.0 %
No Response(s)			1	4.5 %
Totals			22	100%

Detailed responses are only shared with companies that completed the survey.

*How many employees did your firm employ before the the COVID-19 crisis?

22 Response(s)

Detailed responses are only shared with companies that completed the survey.

*How many employees does your firm currently employ?




22 Response(s)

Detailed responses are only shared with companies that completed the survey.

*Within the past 30 days has your company had workers or their family members test positive for COVID 19?

Answer	0%	100%	Number of Response(s)	Response Ratio
Yes			12	54.5 %
No			7	31.8 %
No, but we all seem to know someone that has been sick.			3	13.6 %
No Response(s)			0	0.0 %
Totals			22	100%

How well do you think that your employees dealing with COVID fatigue? (By that we mean the hassle of wearing masks, social distancing etc.)

Answer	0%	100%	Number of Response(s)	Response Ratio
It isn't a problem.			6	27.2 %
Seems OK, but we are concerned about winter.			10	45.4 %
Very concerned. It is affecting productivity.			6	27.2 %
No Response(s)			0	0.0 %
Totals			22	100%

What is your company doing to mitigate the problem of COVID fatigue?




18 Response(s)

Detailed responses are only shared with companies that completed the survey.

TextBlock:

New York's new paid sick leave law requires employers with five or more employees or net income of more than \$1 million to provide paid sick leave to employees and for employers with fewer than five employees and a net income of \$1 million or less to provide unpaid sick leave to employees. This new law is in addition to the New York State provisions already in effect providing emergency paid sick time due to COVID-19. On September 30, 2020, covered employees in New York State began to accrue leave at a rate of one hour for every 30 hours worked. On January 1, 2021, employees may start using accrued leave. The following three questions pertain to this new law.

* Did you offer PTO before the law went in to effect?

Answer	0%	100%	Number of Response(s)	Response Ratio
Yes			17	77.2 %
No			4	18.1 %
Other			0	0.0 %
No Response(s)			1	4.5 %
Totals			22	100%

***How does the new law change your sick leave policy?**

21 Response(s)

Detailed responses are only shared with companies that completed the survey.

Please take a few minutes to share your new/revised Sick Leave policy. Fellow members may benefit from your written policy. You have 20 lines / 1,000 characters of space. You may even cut and paste.

5 Response(s)

Detailed responses are only shared with companies that completed the survey.

Looking

***forward, what percentage of your employees will continue to work at home rather than return to the office?**





Answer	0%	100%	Number of Response(s)	Response Ratio
Less than 10%			6	27.2 %
10% to 25%			7	31.8 %
25% or more			3	13.6 %
Other			5	22.7 %
No Response(s)			1	4.5 %
Totals			22	100%

Detailed responses are only shared with companies that completed the survey.

***How do you rate productivity at your company today?**

Answer	0%	100%	Number of Response(s)	Response Ratio
As good or better than ever.			14	63.6 %
Due to the circumstances, we are suffering a decrease in productivity.			8	36.3 %
Business cannot go on like this.			0	0.0 %
No Response(s)			0	0.0 %
Totals			22	100%




***Is your company currently hiring?**

Answer	0%	100%	Number of Response(s)	Response Ratio
Yes, looking for production techs.			4	18.1 %
Yes, looking for sales, admin, accounting etc.			2	9.0 %
Yes, looking for a few kinds of employees.			9	40.9 %
No, we are not hiring.			7	31.8 %
No Response(s)			0	0.0 %
Totals			22	100%



TextBlock:

LOOKING TO THE FUTURE

***Looking a few years out, and in your opinion, what will the local optics industry look like and why?**

Answer	0%	100%	Number of Response(s)	Response Ratio
Smaller, with fewer players.			3	13.6 %
About the same.			11	50.0 %
It's going to expand, with more competition in our space.			8	36.3 %
No Response(s)			0	0.0 %
Totals			22	100%

***Are you concerned about increasing competition from China?**

Answer	0%	100%	Number of Response(s)	Response Ratio
Yes			11	50.0 %
No			11	50.0 %
No Response(s)			0	0.0 %
Totals			22	100%

If you answered yes to question #24, where do you see the competition?

Answer	0%	100%	Number of Response(s)	Response Ratio
U.S. market only.			2	15.3 %
Overseas markets.			1	7.6 %
Both U.S. and overseas markets.			11	84.6 %
Totals			13	100%

Would you

*like RRPC to help your firm by locating outside professional business advice to help your management team make the right decisions to make it through this crisis?

Answer	0%	100%	Number of Response(s)	Response Ratio
Yes			0	0.0 %
No			18	81.8 %
Maybe			4	18.1 %
No Response(s)			0	0.0 %
Totals			22	100%

Detailed responses are only shared with companies that completed the survey.

Would you

*like RRPC to help your firm by locating a possible partner or investor to firm to financially help your firm to make it through this crisis?

Answer	0%	100%	Number of Response(s)	Response Ratio
Yes			0	0.0 %
No			22	100.0 %
Maybe			0	0.0 %
No Response(s)			0	0.0 %
Totals			22	100%


*If the

Photonics West show is held in March 2021, will you attend?

Answer	0%	100%	Number of Response(s)	Response Ratio
Yes, will attend			0	0.0 %
Yes, will attend and exhibit			7	31.8 %
No			7	31.8 %
Undecided			8	36.3 %
No Response(s)			0	0.0 %
Totals			22	100%

N.B.: Since the release of the survey SPIE announced that Photonics West 2021 will be a virtual conference

✦ Assuming business remains the same as recently, do you
feel that your firm has enough cash to ride out current conditions through at least summer, 2021?

Answer	0%	100%	Number of Response(s)	Response Ratio
Yes			22	100.0 %
No			0	0.0 %
Unsure			0	0.0 %
No Response(s)			0	0.0 %
Totals			22	100%

Please take a moment to tell us what you need assistance with, if anything.

7 Response(s)

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