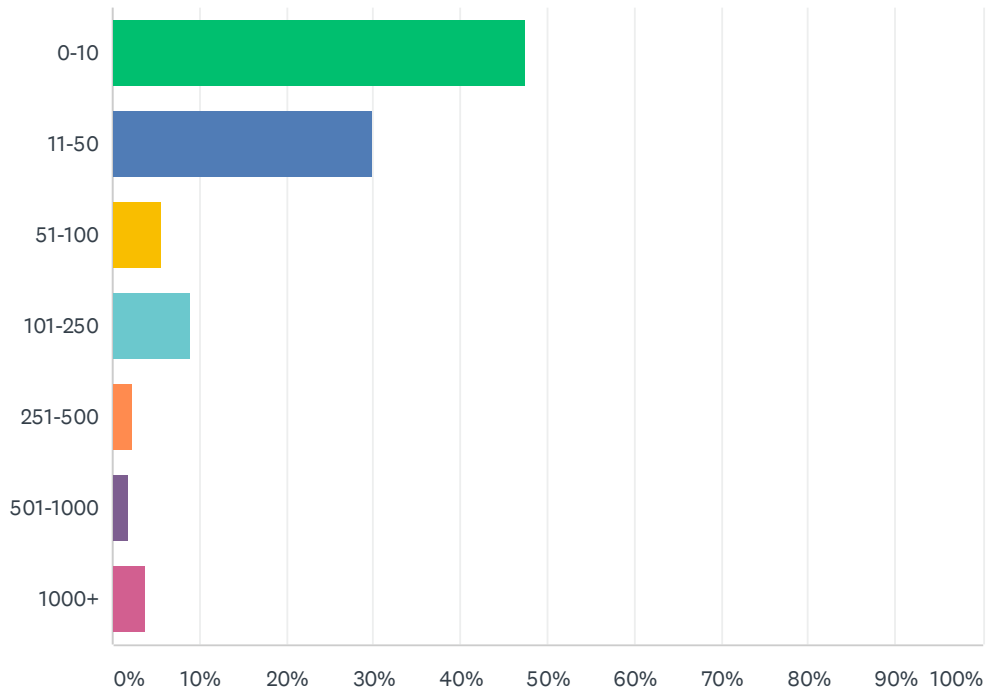


Q1 How many people does your business employ?

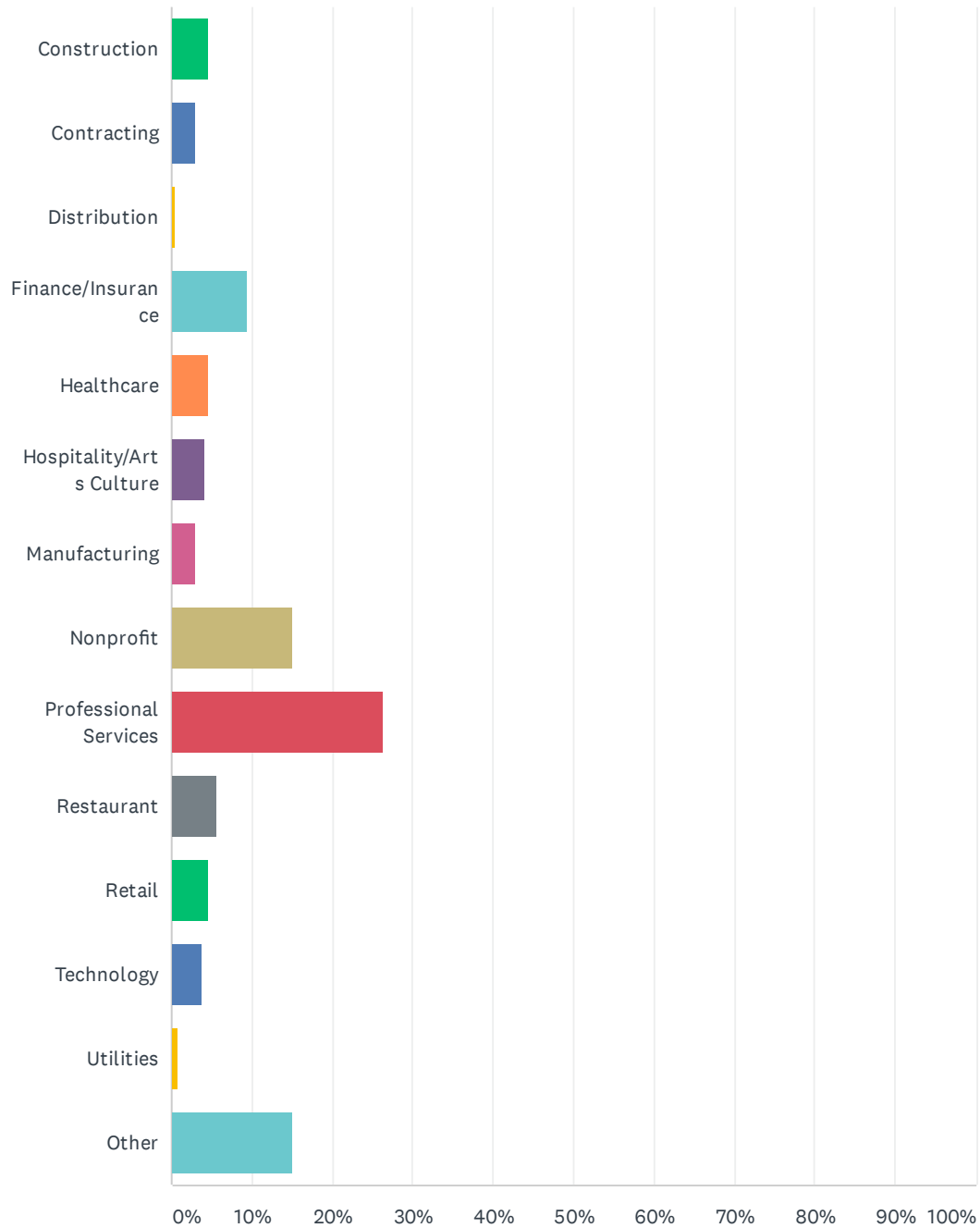
Answered: 267 Skipped: 0



ANSWER CHOICES	RESPONSES	
0-10	47.57%	127
11-50	29.96%	80
51-100	5.62%	15
101-250	8.99%	24
251-500	2.25%	6
501-1000	1.87%	5
1000+	3.75%	10
TOTAL		267

Q2 What industry best describes your business?

Answered: 266 Skipped: 1

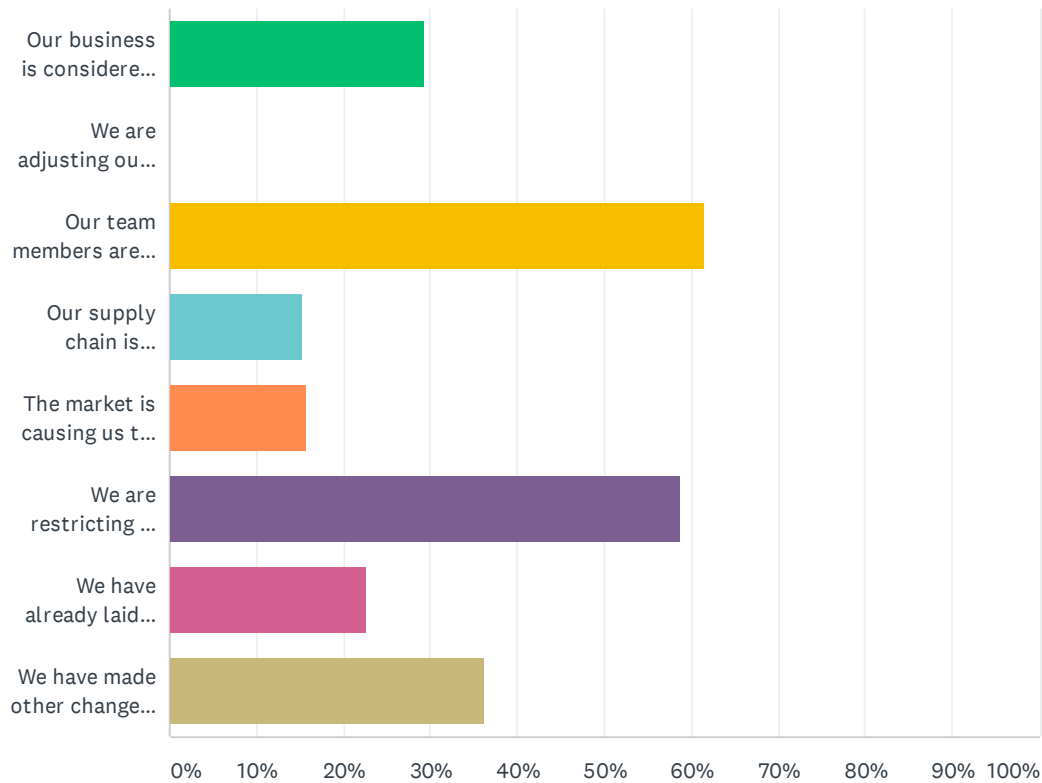


Phase 2 COVID-19 Business Impact Survey by the Capital Region Chamber

ANSWER CHOICES	RESPONSES	
Construction	4.51%	12
Contracting	3.01%	8
Distribution	0.38%	1
Finance/Insurance	9.40%	25
Healthcare	4.51%	12
Hospitality/Arts Culture	4.14%	11
Manufacturing	3.01%	8
Nonprofit	15.04%	40
Professional Services	26.32%	70
Restaurant	5.64%	15
Retail	4.51%	12
Technology	3.76%	10
Utilities	0.75%	2
Other	15.04%	40
TOTAL		266

Q3 How is your organization being impacted by COVID-19? (Check all the apply.)

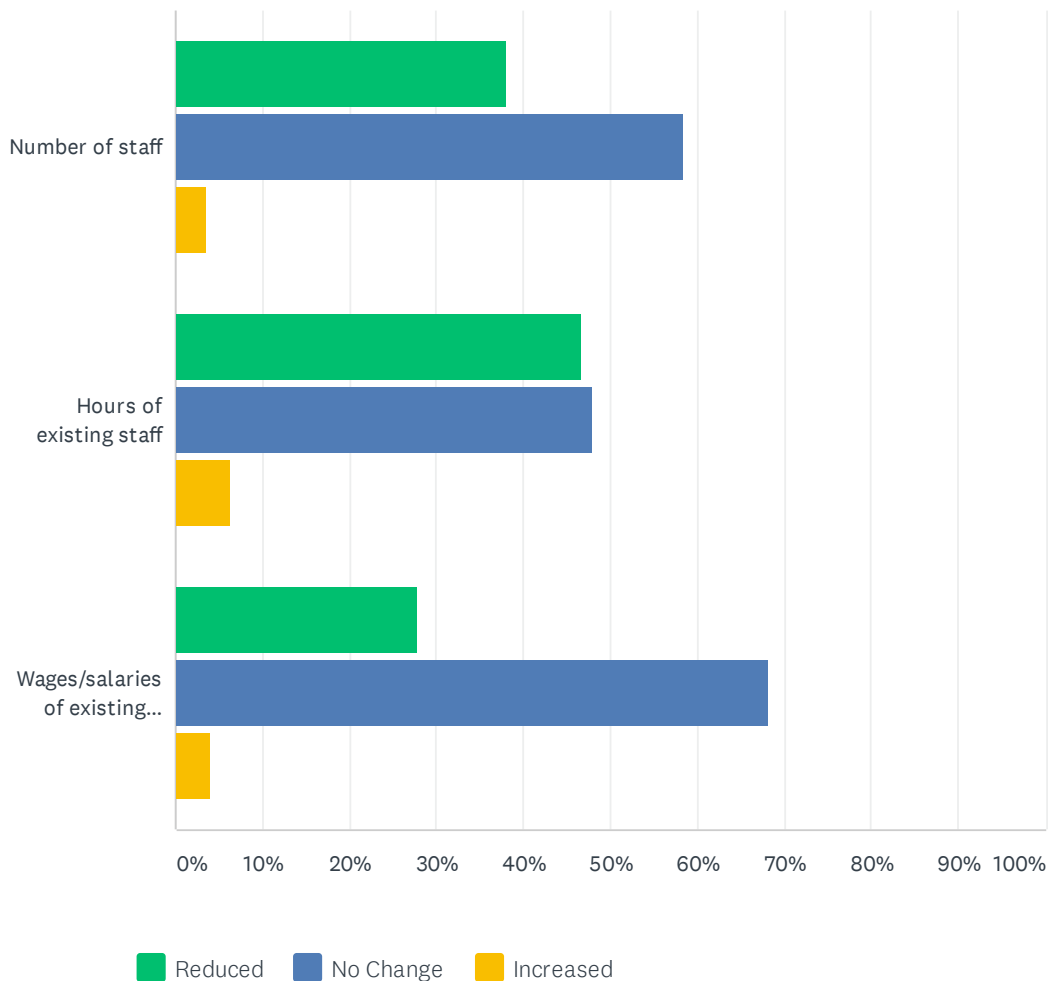
Answered: 262 Skipped: 5



ANSWER CHOICES	RESPONSES	
Our business is considered non-essential, therefore our facility is closed.	29.39%	77
We are adjusting our hours of operation due to decreased customer traffic.	0.00%	0
Our team members are working remotely.	61.45%	161
Our supply chain is interrupted.	15.27%	40
The market is causing us to draw on our line of credit.	15.65%	41
We are restricting our spending due to uncertainty.	58.78%	154
We have already laid off staff or are planning to within the next week.	22.52%	59
We have made other changes to the way we operate. (Explain below.)	36.26%	95
Total Respondents: 262		

Q4 Have you changed any of the following as a result of the impact of the Coronavirus outbreak on your business?

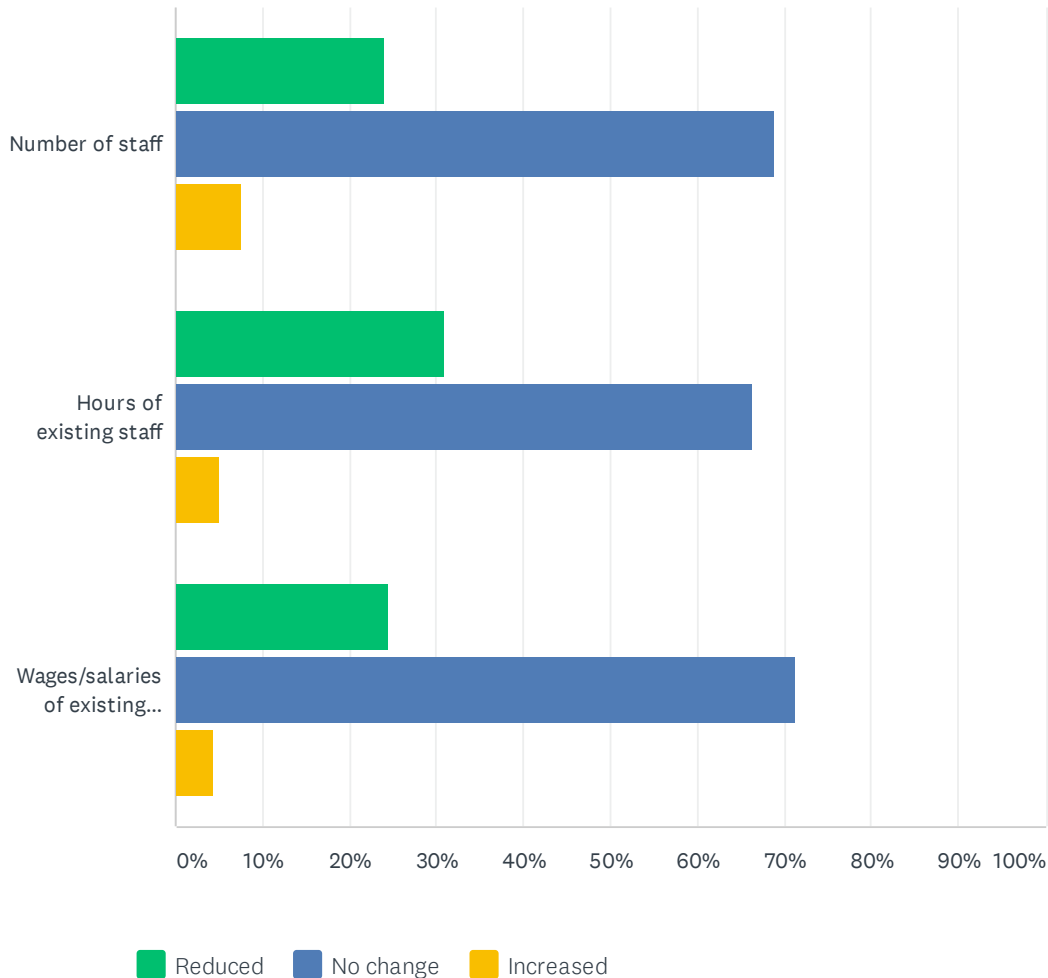
Answered: 262 Skipped: 5



	REDUCED	NO CHANGE	INCREASED	TOTAL RESPONDENTS
Number of staff	38.00% 95	58.40% 146	3.60% 9	250
Hours of existing staff	46.69% 120	47.86% 123	6.23% 16	257
Wages/salaries of existing staff	27.84% 71	68.24% 174	3.92% 10	255

Q5 Do you plan to make any of the following changes to your workforce in the month ahead as a result of the impact of the Coronavirus outbreak on your business?

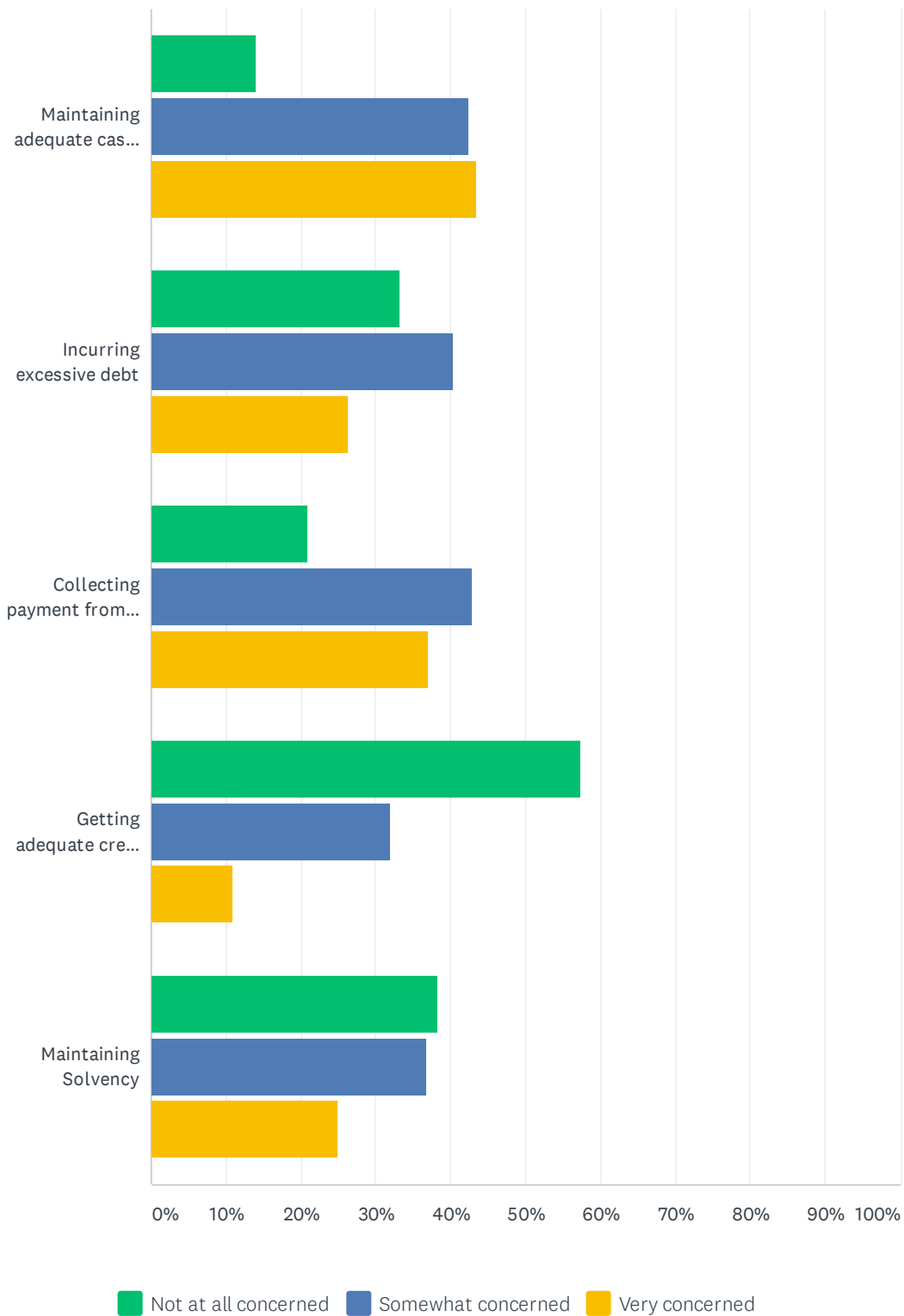
Answered: 261 Skipped: 6



	REDUCED	NO CHANGE	INCREASED	TOTAL RESPONDENTS
Number of staff	24.02% 61	68.90% 175	7.48% 19	254
Hours of existing staff	30.86% 79	66.41% 170	5.08% 13	256
Wages/salaries of existing staff	24.41% 62	71.26% 181	4.33% 11	254

Q6 How concerned are you about the ability to deal with each of the following over the next 30 days?

Answered: 267 Skipped: 0

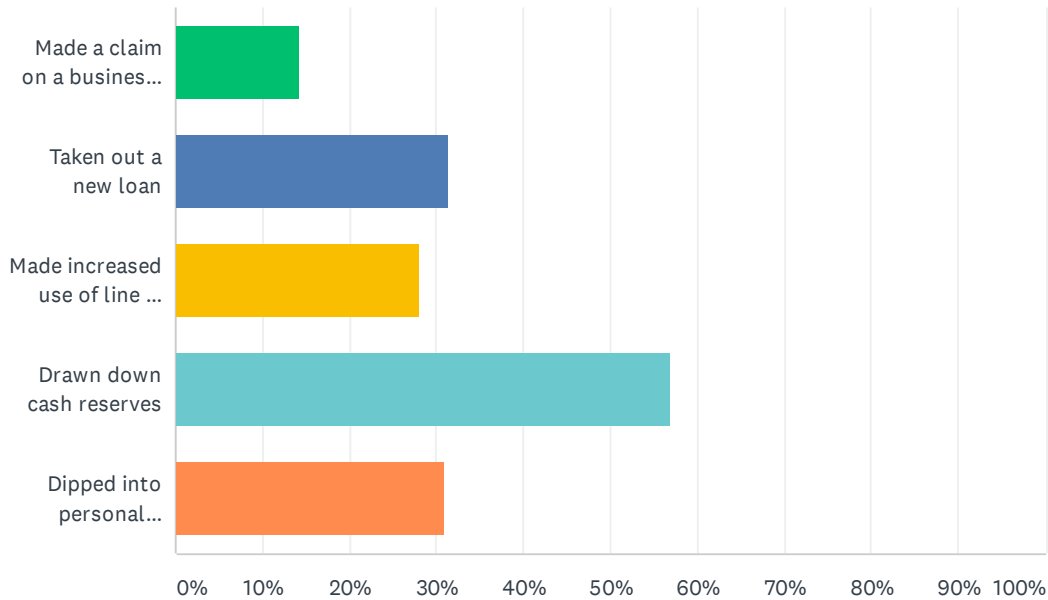


Phase 2 COVID-19 Business Impact Survey by the Capital Region Chamber

	NOT AT ALL CONCERNED	SOMEWHAT CONCERNED	VERY CONCERNED	TOTAL RESPONDENTS
Maintaining adequate cash flow	14.02% 37	42.42% 112	43.56% 115	264
Incurring excessive debt	33.21% 87	40.46% 106	26.34% 69	262
Collecting payment from customers	21.01% 54	42.80% 110	36.96% 95	257
Getting adequate credit from suppliers	57.42% 147	32.03% 82	10.94% 28	256
Maintaining Solvency	38.31% 100	36.78% 96	24.90% 65	261

Q7 Have you taken any of the measures listed below to cover shortfalls in revenues experienced as a result of the coronavirus outbreak? Check all that apply.

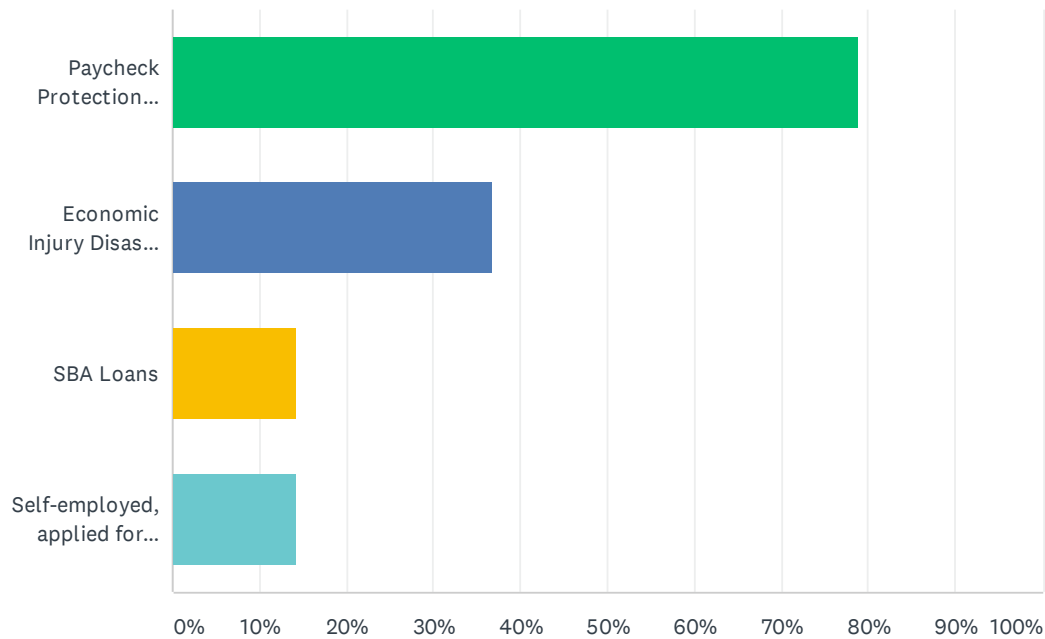
Answered: 204 Skipped: 63



ANSWER CHOICES	RESPONSES	
Made a claim on a business interruption insurance	14.22%	29
Taken out a new loan	31.37%	64
Made increased use of line of credit	27.94%	57
Drawn down cash reserves	56.86%	116
Dipped into personal savings	30.88%	63
Total Respondents: 204		

Q8 Have you applied for any of the following? Check all that apply.

Answered: 204 Skipped: 63



ANSWER CHOICES	RESPONSES	
Paycheck Protection Program (PPP)	78.92%	161
Economic Injury Disaster Loan (EIDL)	36.76%	75
SBA Loans	14.22%	29
Self-employed, applied for unemployment insurance	14.22%	29
Total Respondents: 204		