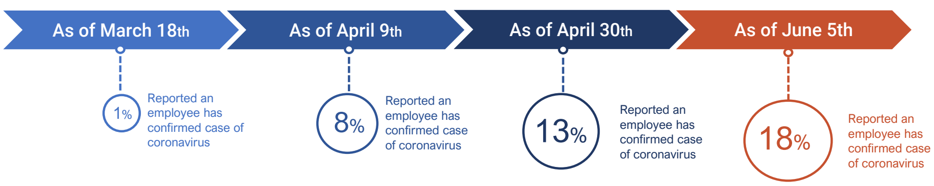
Survey #4 in Industry Insights' COVID-19 Series

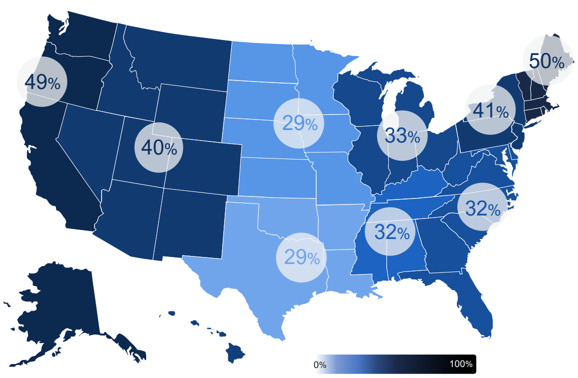
COVID-19
IMPACT AND IMPLEMENTATION SURVEY
EXECUTIVE SUMMARY

IMPACT

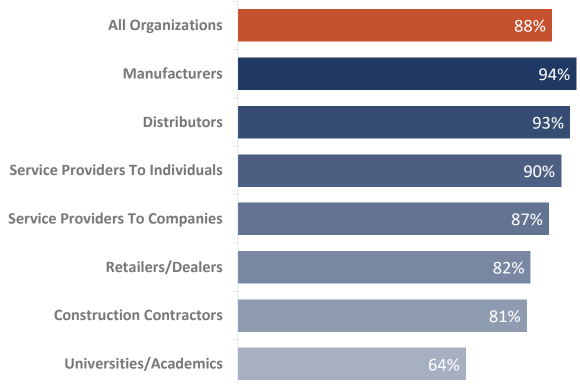
Organizations Having an Employee with a Confirmed Case of Coronavirus



Percent of Organizations that Perceive Stay at Home and Social Distancing Measures are "Very Necessary"



Percent of Organizations That are Currently 75% or More Operational



About the COVID-19 Impact & Implementation Survey:

Results for the 4th and final survey in the series are based on surveys collected between Monday, June 1 and Friday, June 5. More than 1,300 respondents from 20 client sectors and professions participated in the survey. Industry Insights is fielding these surveys to help its clients assess and track their members' perceptions, impact, and action plans related to COVID-19. Links to an online questionnaire were distributed to member organizations and contacts by the participating associations. A total of 1,328 respondents (of whom 60% were executives or officers) participated in the survey. The sample was adjusted to better reflect the participating groups. Confidence intervals can change, depending on the aggregate's sample size and the response variance, though the overall survey portion of this research has a standard error of +/- 2.7% at a 95% level of confidence.

The survey sample includes manufacturers, distributors, retailers, and professional services organizations representing a diverse set of industries.

The *COVID-19 Impact & Implementation Survey* was compiled, tabulated and analyzed by Industry Insights, Inc. (www.industryinsights.com), an independent research firm based in Columbus, OH.

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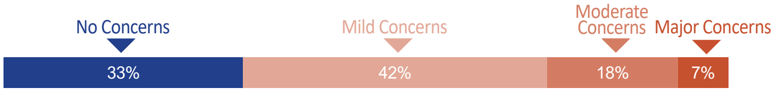
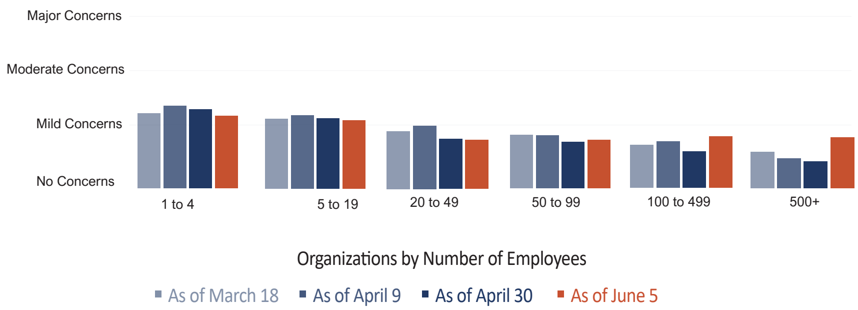
IMPACT

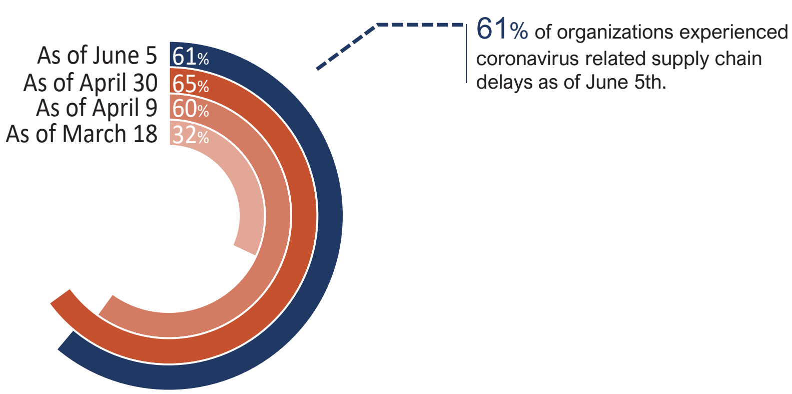
Extent of Long-Term Viability Concerns Due to the Coronavirus



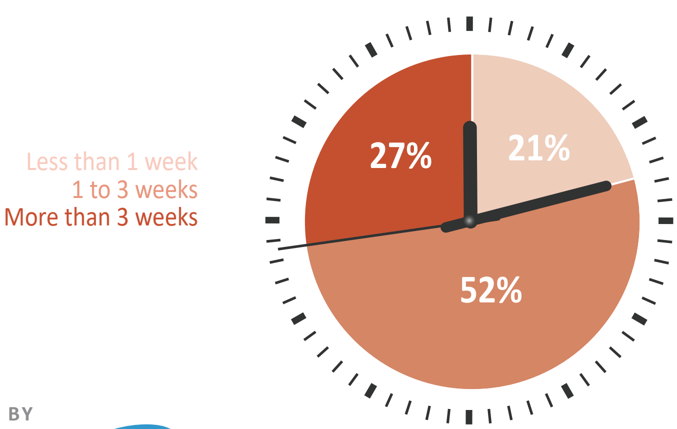
Average Viability Concerns, By Size of Organization



Organizations that Experienced Coronavirus Related Delays in Receiving Materials/Products from Suppliers



Delays to Supplier Lead Times



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COVID-19

IMPACT AND IMPLEMENTATION SURVEY EXECUTIVE SUMMARY

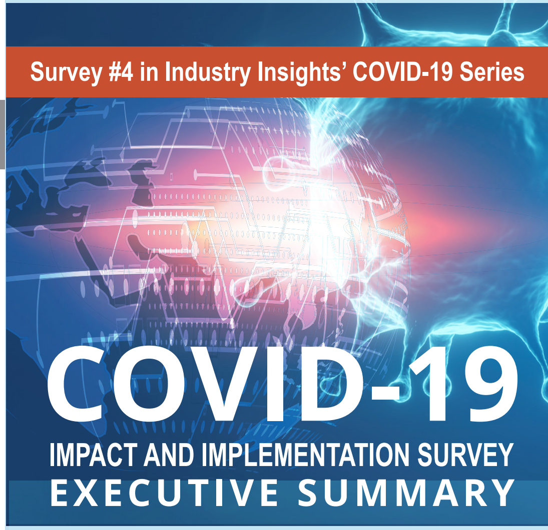
Impact:

The infection rate of employees has continued to grow from the first COVID-19 Impact & Implementation Survey through the most recent in the series. As of March 18, only 1% of organizations had an employee with COVID-19. This rate has climbed to 18% as of June 5.

Despite higher infection rates amongst employees, the ability for companies to get back to work is being shown in the data. As of June 5th, nearly 90% of organizations reported an operational status of 75% or more. Of all the industry sectors the University/Academic group has been the hardest hit in terms of current operating status, with only 64% in this data aggregate reporting an operating status of 75% or more.

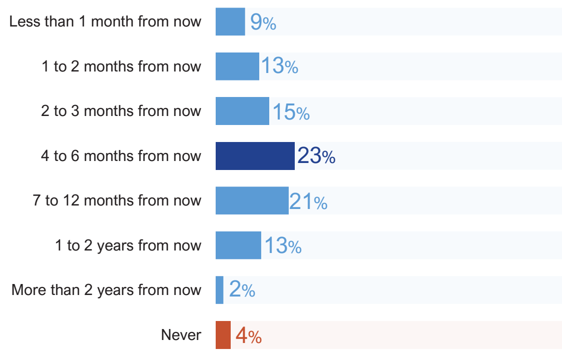
Companies not yet being at full capacity can be seen in how respondents responded to supplier lead times. The data shows that 61% organizations are experiencing delays in receiving materials from suppliers and the typical delay is 1 to 3 weeks.

As the coronavirus starts to shape the new norm, the opinions of stay at home orders and social distancing has become more scrutinized. The consensus is that caution is still warranted as more than 70% of participants indicated that social distancing is either somewhat necessary or very necessary. However, the most recent findings show that nearly 10% of respondents feel that the precautions are completely unnecessary versus only 2% in the April 30th study.

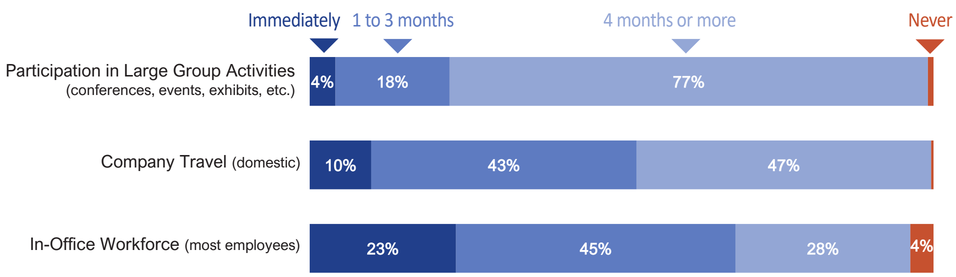


THE FUTURE

Expectations for a Return to Pre-COVID-19 Day-to-Day Operations Status



Expectations of When Organizations will Return to Pre-COVID-19 Operations Status Once "Stay-at-Home" Orders/Directives are Lifted



The Top Challenges on Organizations' Minds

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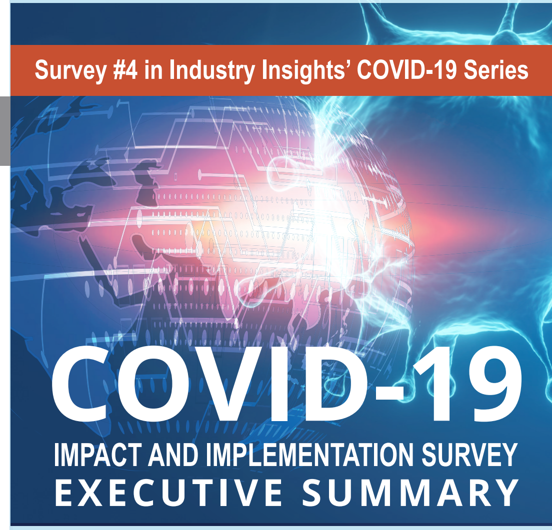
The Future:

Looking forward, the overall financial impact is being felt by the companies and their staff. Two thirds feel some concern that the long-term viability of their company is at risk, the highest of any survey of the four-part series.

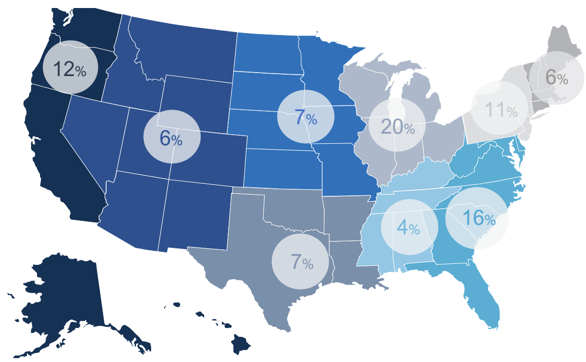
The timeline has been pushed for when organizations expect their daily operations will return to a pre-COVID-19 state. For the March 18 survey, respondents felt that things should return to normal by early June. For the April 30 survey, the expected return-to-normal date was September 30. In this most recent survey, the expected date for normalcy is now targeted by most as sometime in early December (2 months later than what was reported on the Series #3 survey).

Once the stay-at-home orders have been lifted, 68% of respondents expect to have most of their employees back in the office within three months and more than half of participants reported that domestic company travel will resume within 3 months. Though it may take longer for companies to adjust back to large group events and conferences as only 4% expect to resume participation immediately and 77% indicated it will take 4 or more months.



PROFILE

Respondents by Region



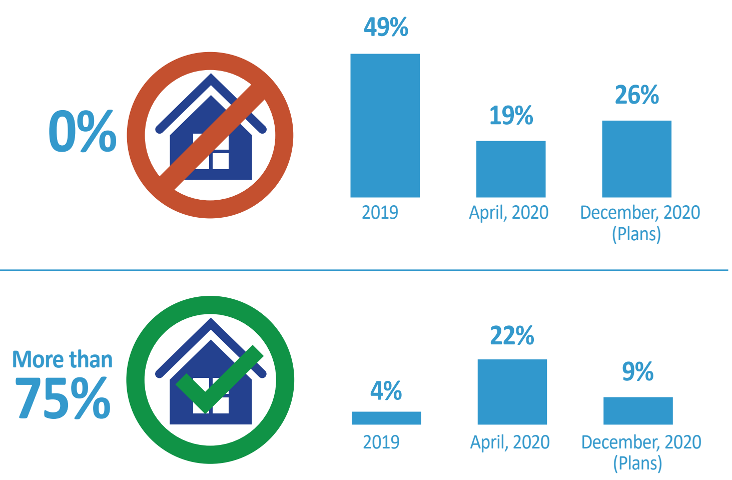
Respondents by Organization Type

Manufacturer	32%
Service Provider to Organizations	32%
Distributor	19%
Retailer/Dealer	12%
Service Provider to Individuals	7%
University/Academic	6%
Construction Contractor	6%
Other	15%

Number of Employees

1 to 4. . . . . 8%	5 to 19. . . . . 23%	20 to 49. . . . . 21%
50 to 99. . . . . 12%	100 to 499 . . . . 18%	500 or More 19%

Portion of Employees Working Remotely



About Industry Insights, Inc:

Industry Insights is a research and data analytics firm that has been serving the research needs of trade and professional associations, dealer organizations and other affiliated groups since 1980. The firm specializes in providing high-quality research services that assist such organizations in better fulfilling the informational and educational needs of their members.

As a group of CPAs, Statisticians, and IT professionals with decades of experience in providing survey research solutions for trade and professional associations, Industry Insights excels in defining methods and tools that provide relevant and user-friendly information for each client. Industry Insights serves as an objective third party and ensures the confidentiality of respondents' data. Industry Insights welcomes questions about this survey. We may also be able to put you in touch with client contacts who could more specifically provide details and context regarding their members' strategies.

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