



PERMANENT

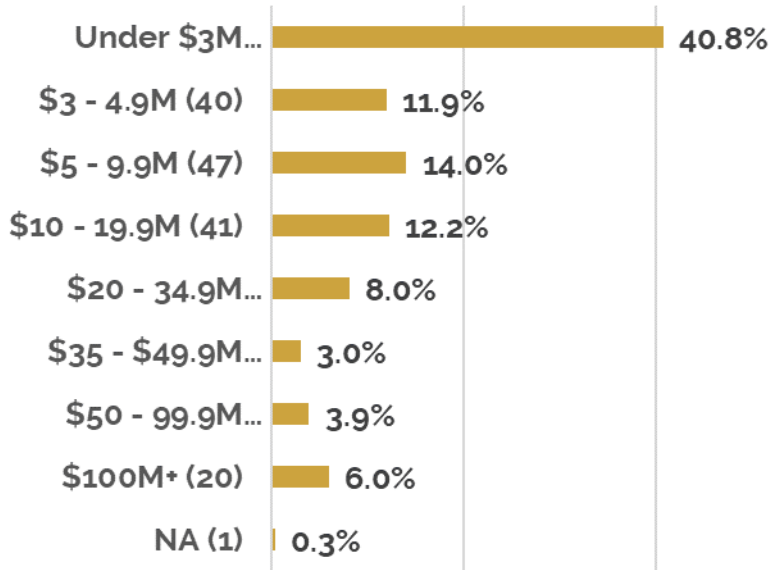
EQUITY

Owner / Operator COVID-19 Impact Survey

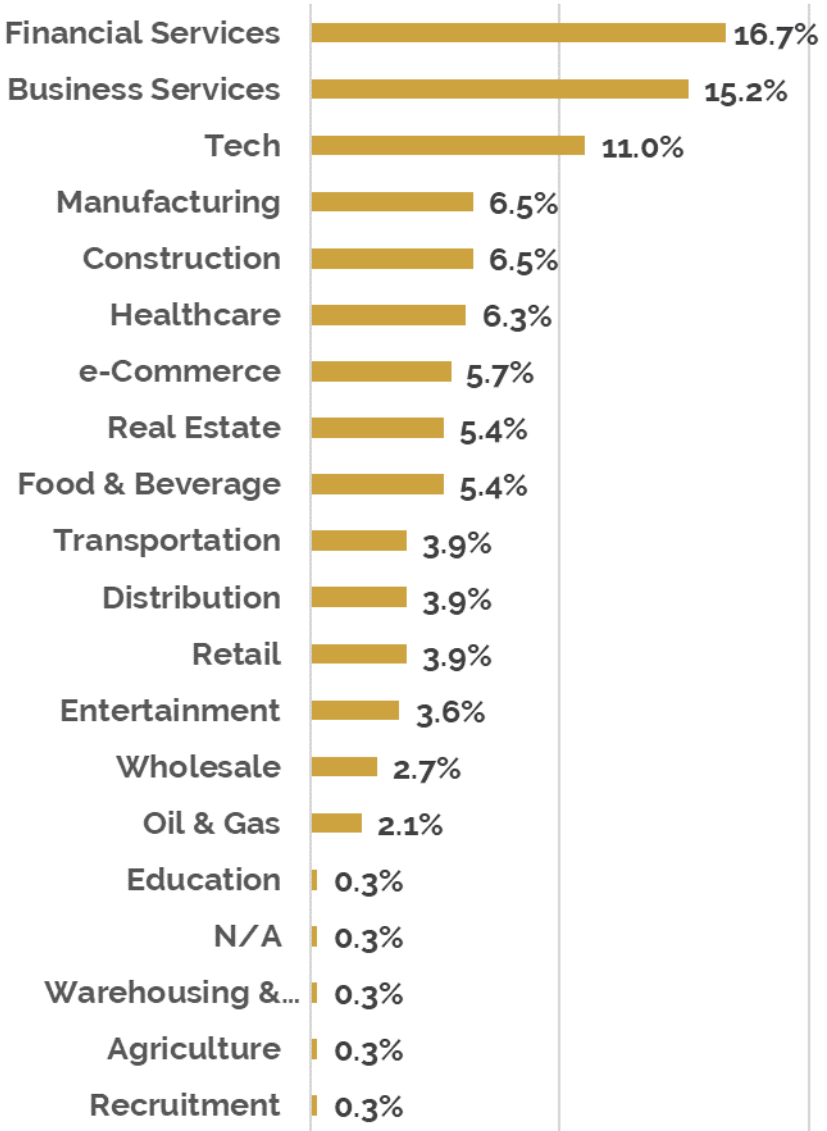
**336 anonymous responses collected
between 4/15 and 4/20/2020**

DEMOGRAPHICS OF 336 RESPONSES.

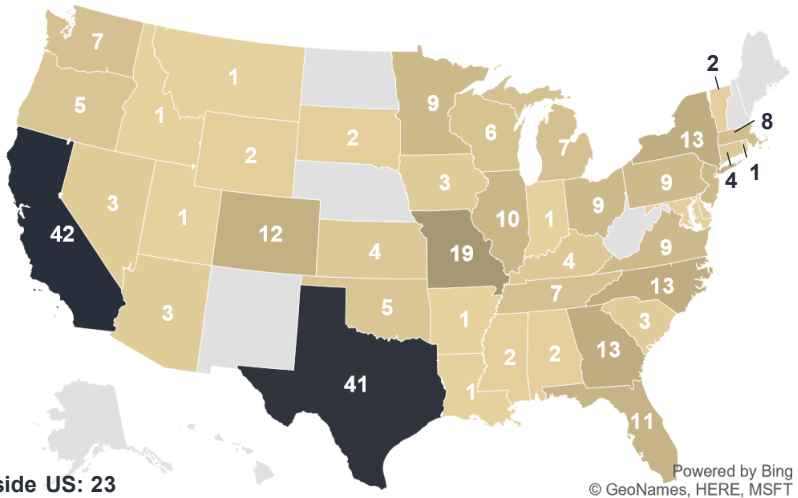
What is your company's annual revenue?



In what industry does your company operate?



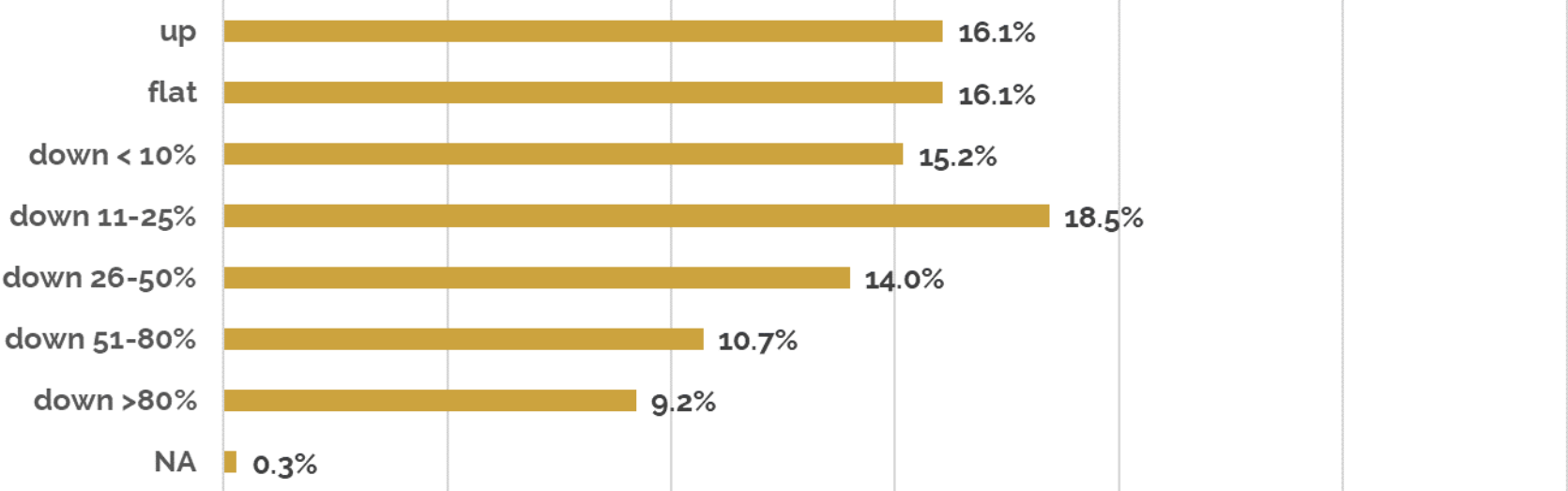
Where is your business headquartered?



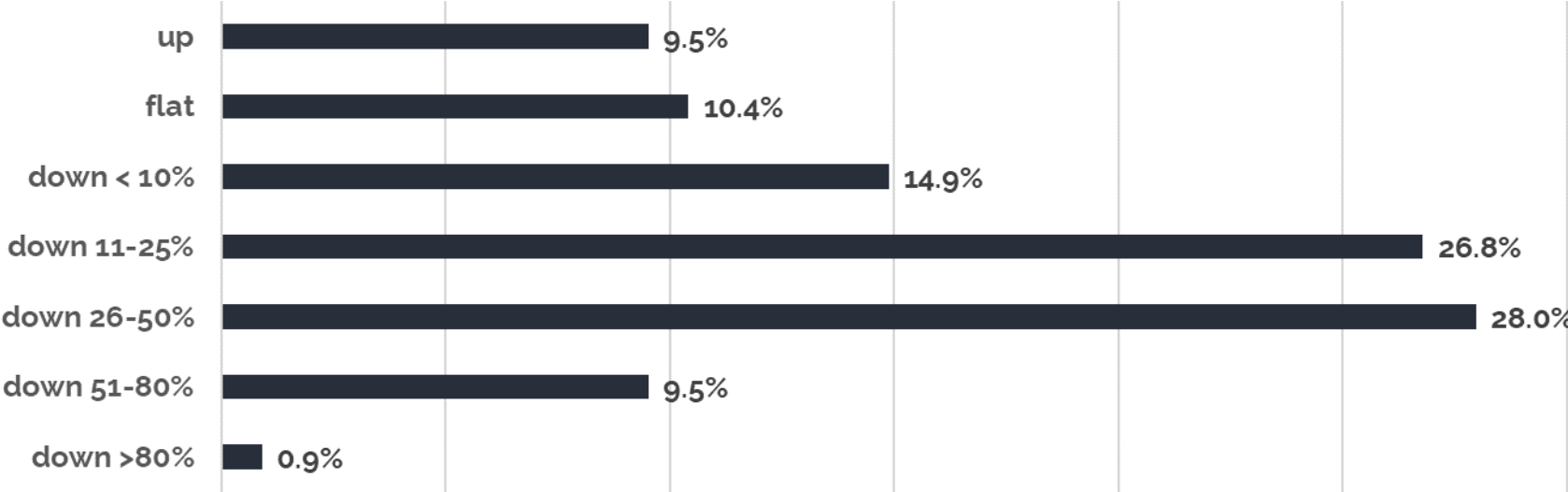
REVENUE IMPACT.



Compared to the same period last year, what impact has COVID-19 had on your revenues?



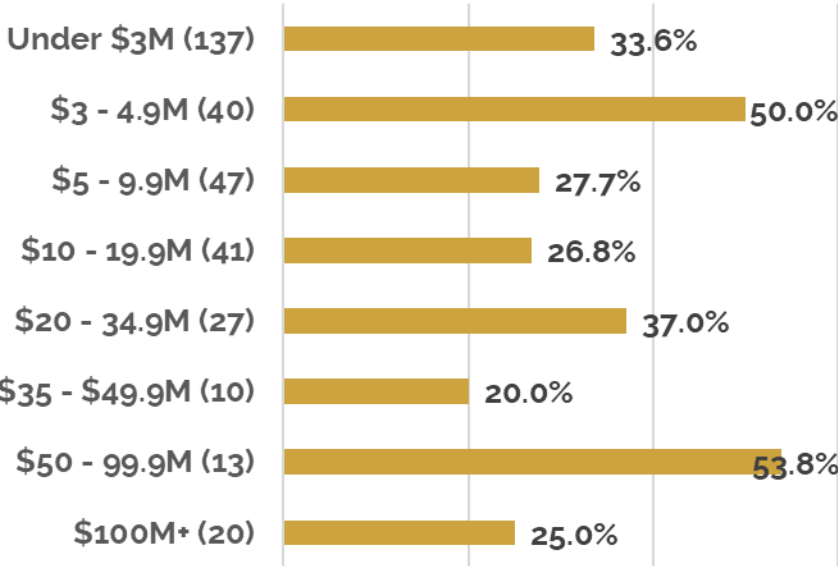
What impact do you anticipate COVID-19 having on revenues for 2020 vs. expectations?



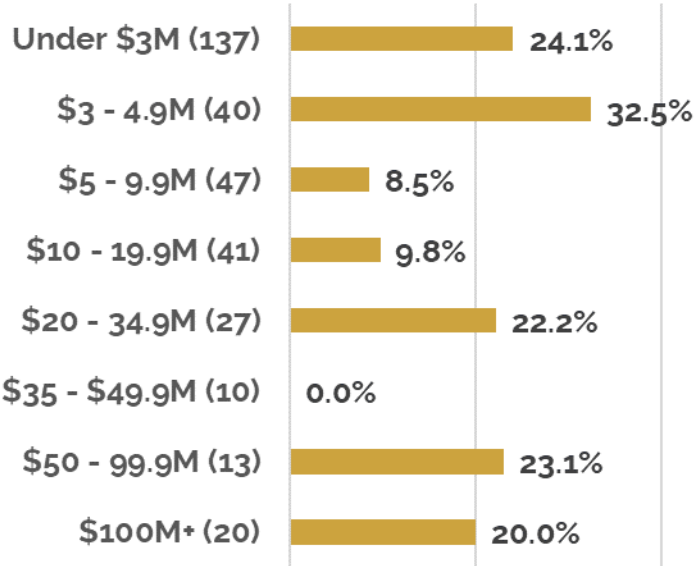
REVENUE IMPACT VS. PRIOR YEAR BY SIZE



YoY Revenue Decline of 25%+



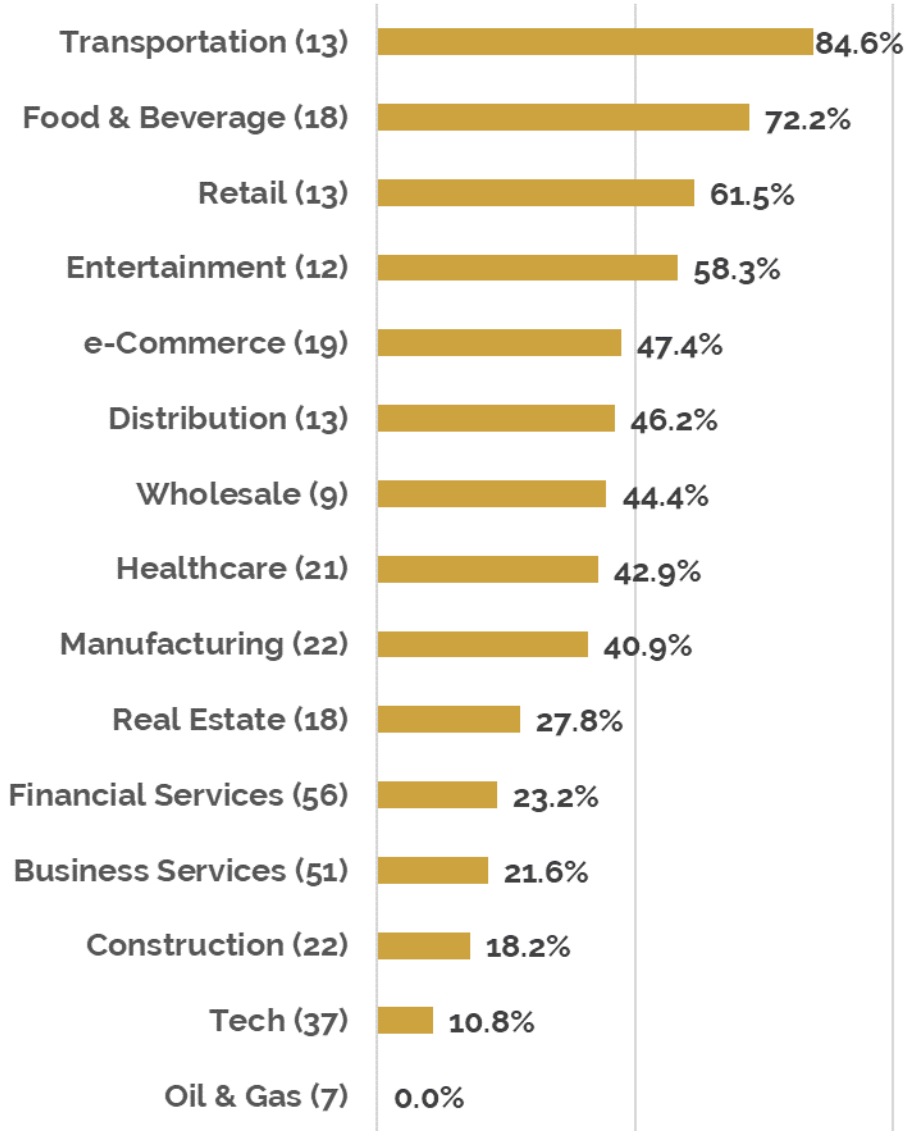
YoY Revenue Decline of 50%+ (n>2)



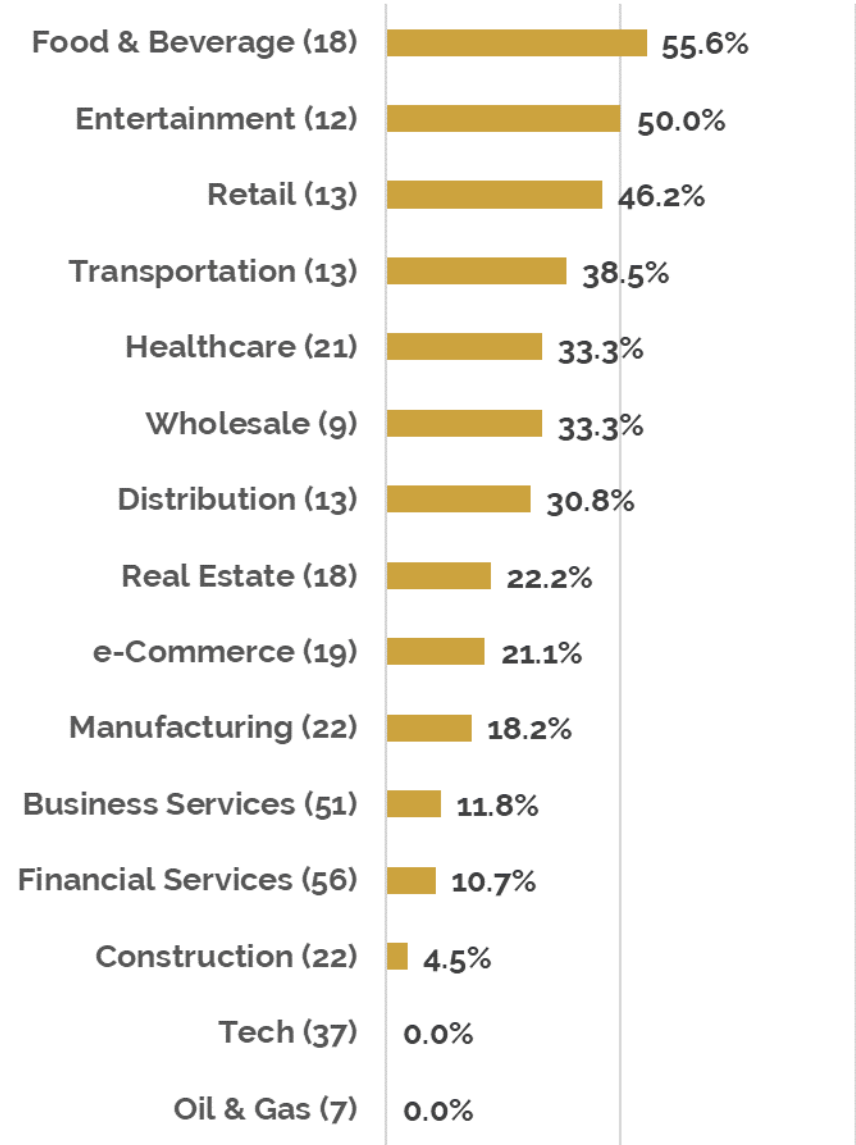
REVENUE IMPACT VS. PRIOR YEAR BY INDUSTRY



YoY Revenue Decline of 25%+ (n>2)



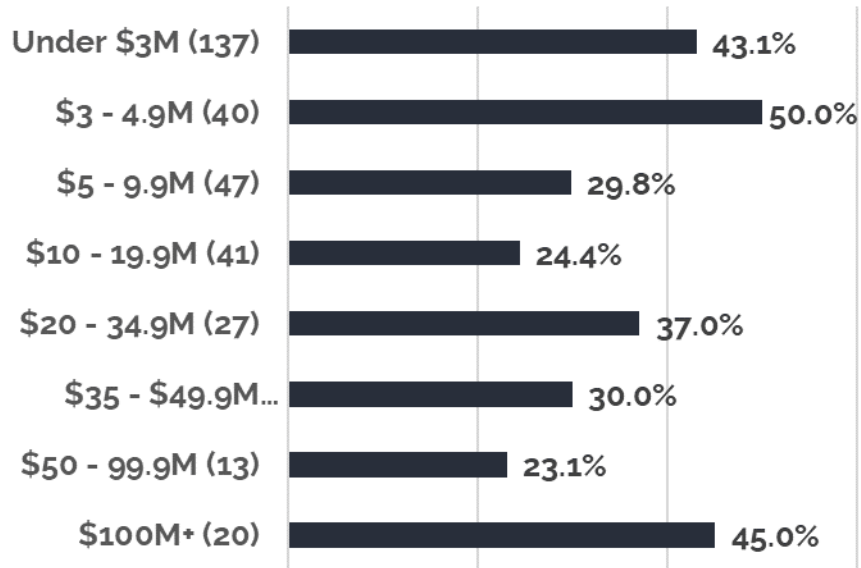
YoY Revenue Decline of 50%+ (n>2)



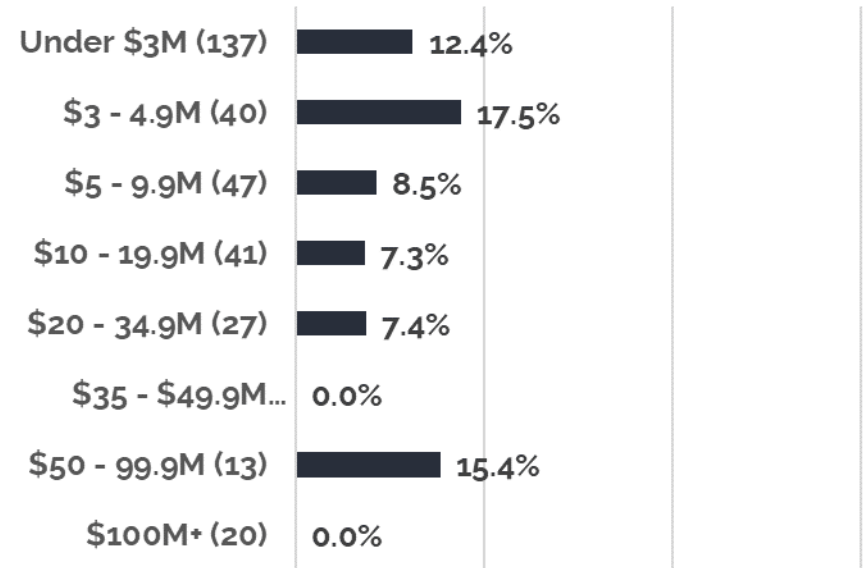
EXPECTED 2020 REVENUE IMPACT BY SIZE



Expect 2020 Revenue Decline of 25%+



Expect 2020 Revenue Decline of 50%+

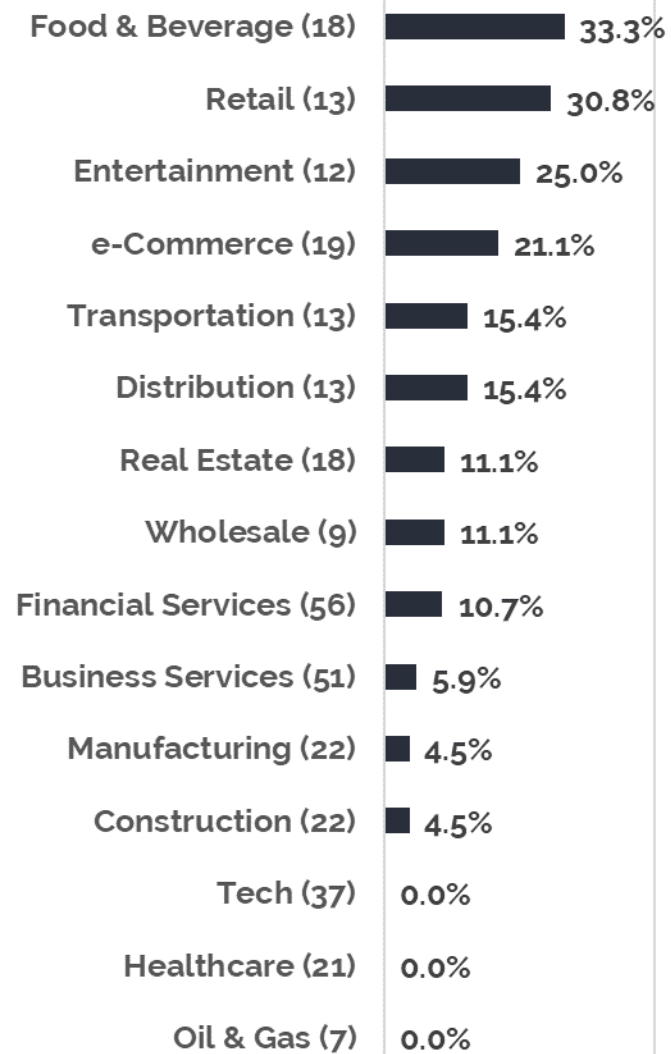


EXPECTED 2020 REVENUE IMPACT BY INDUSTRY



Expect 2020 Revenue Decline of 25%+ (n>2)

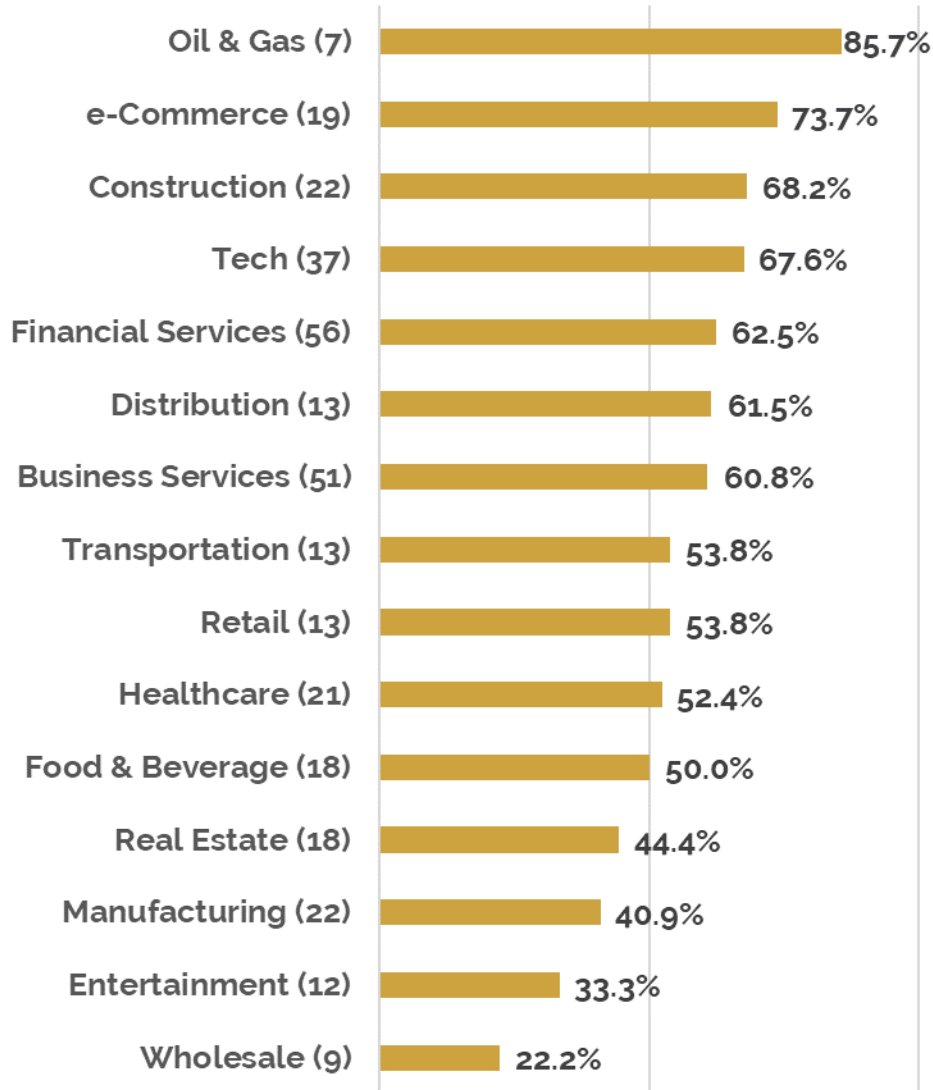
Expect 2020 Revenue Decline of 50%+ (n>2)



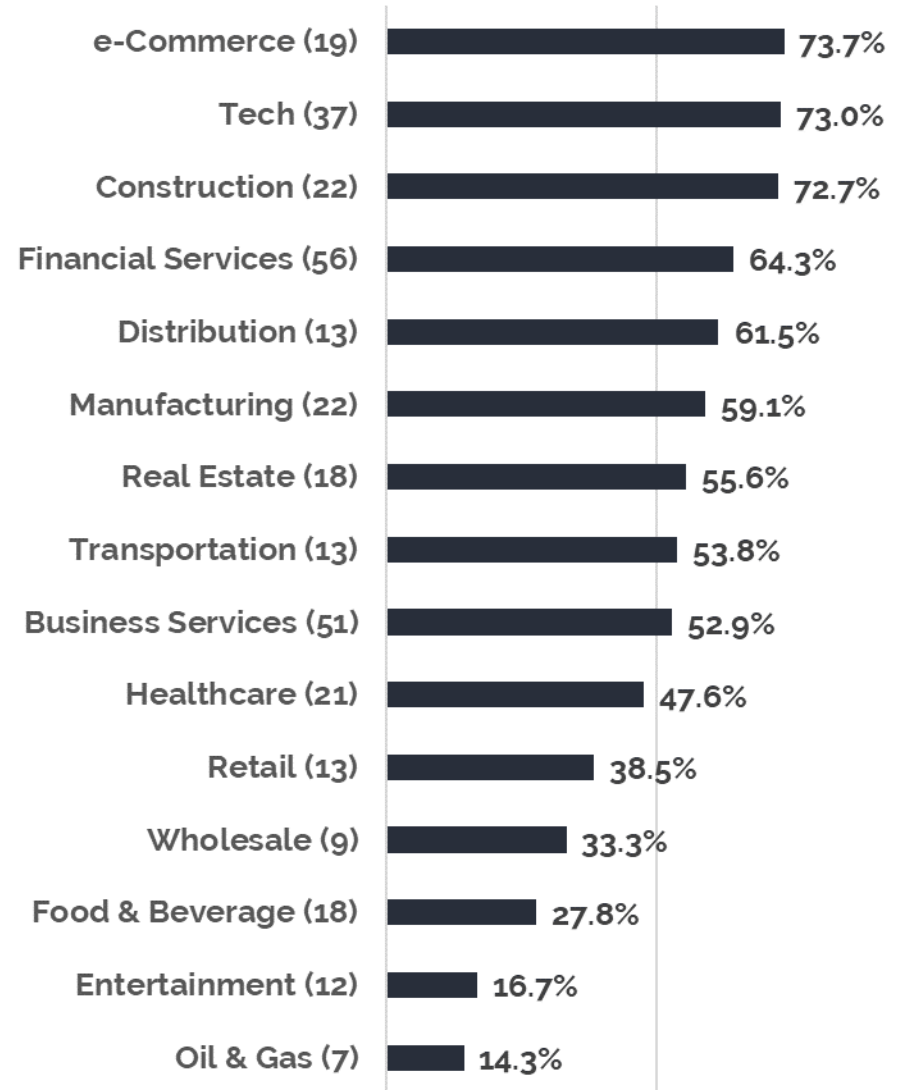
HOW ARE YOU FARING? ■



Business Better or Much Better Than My Industry



Industry Better or Much Better Than Others

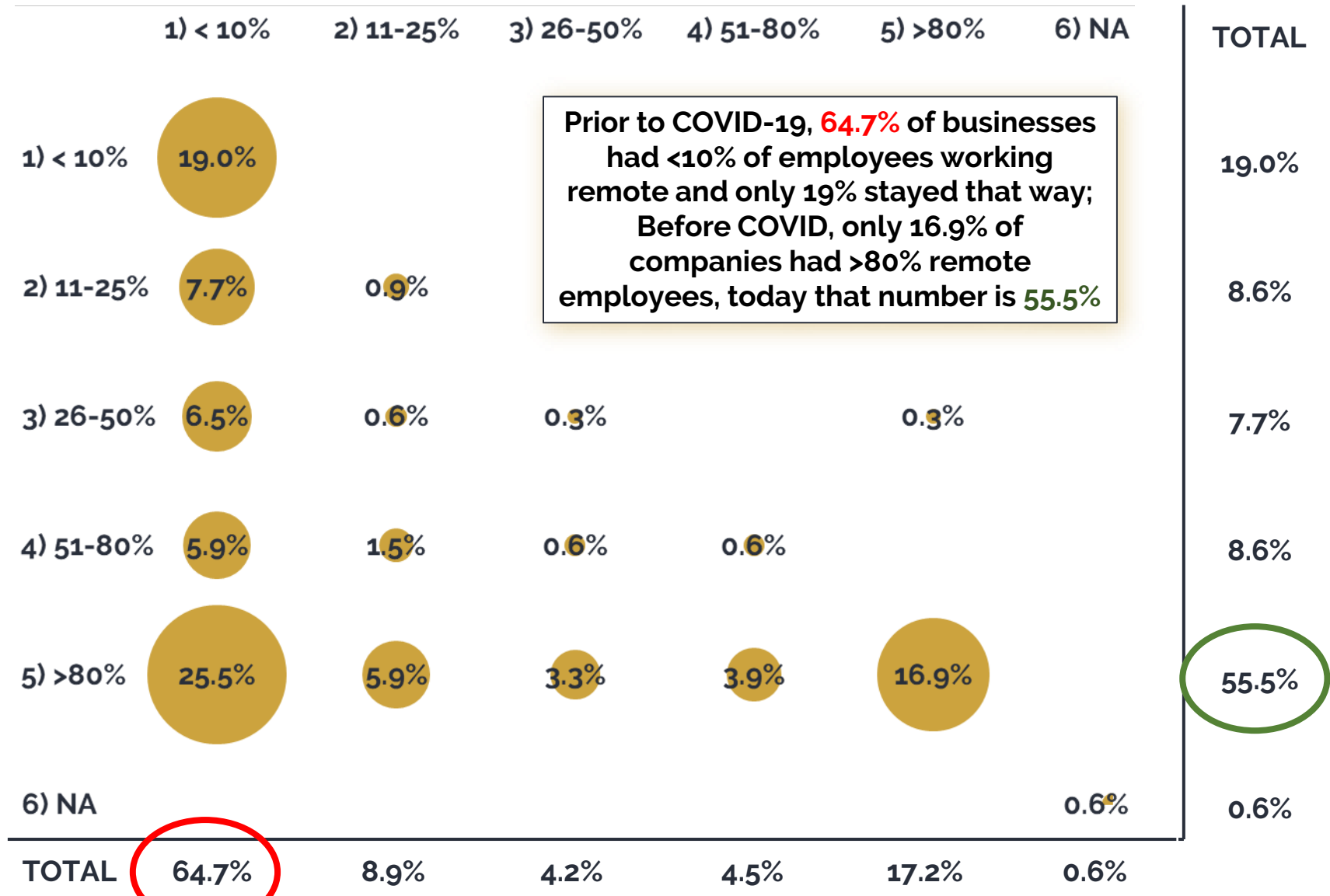


REMOTE WORK ■



% of Employees Remote PRIOR to COVID-19

% of Employees Remote NOW

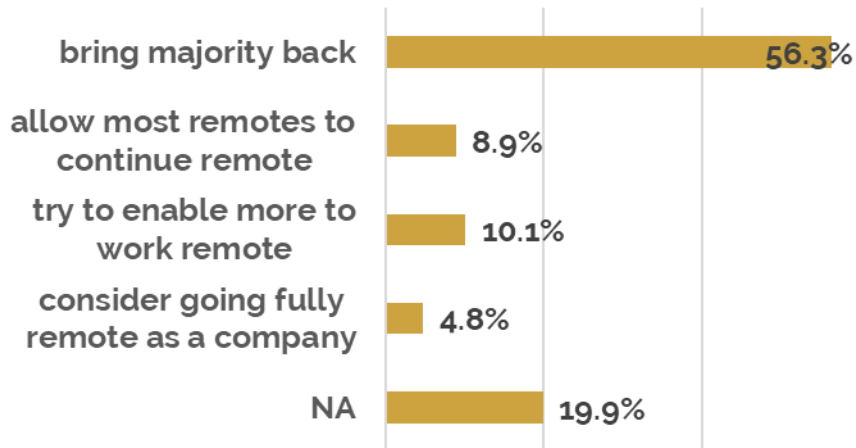


Prior to COVID-19, **64.7%** of businesses had <10% of employees working remote and only 19% stayed that way; Before COVID, only 16.9% of companies had >80% remote employees, today that number is **55.5%**

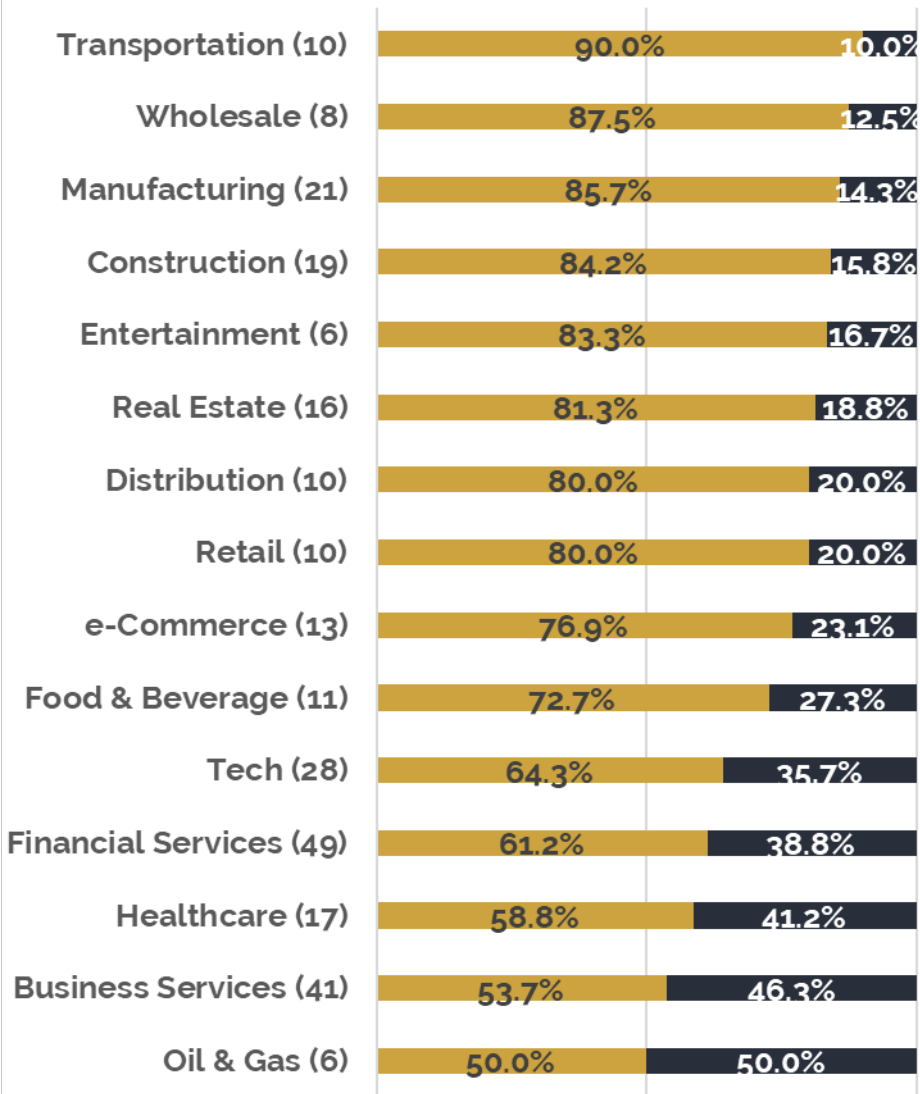
FUTURE PLANS FOR REMOTE WORK



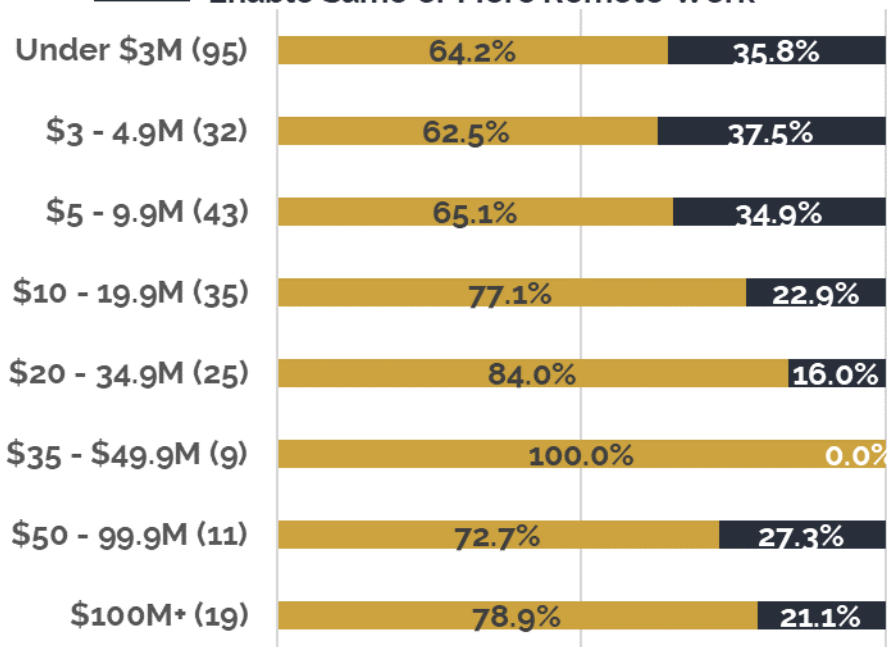
What's your plan for remote emps after COVID?



Bring Remote Employees Back vs Enable Same or More Remote Work



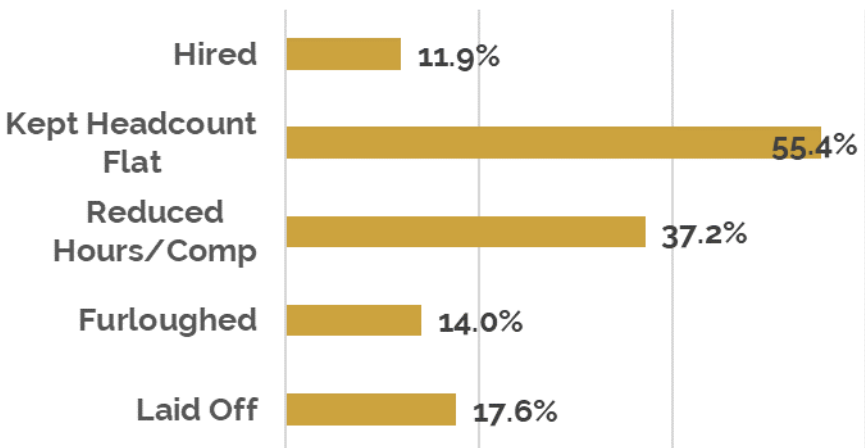
Bring Remote Employees Back vs Enable Same or More Remote Work



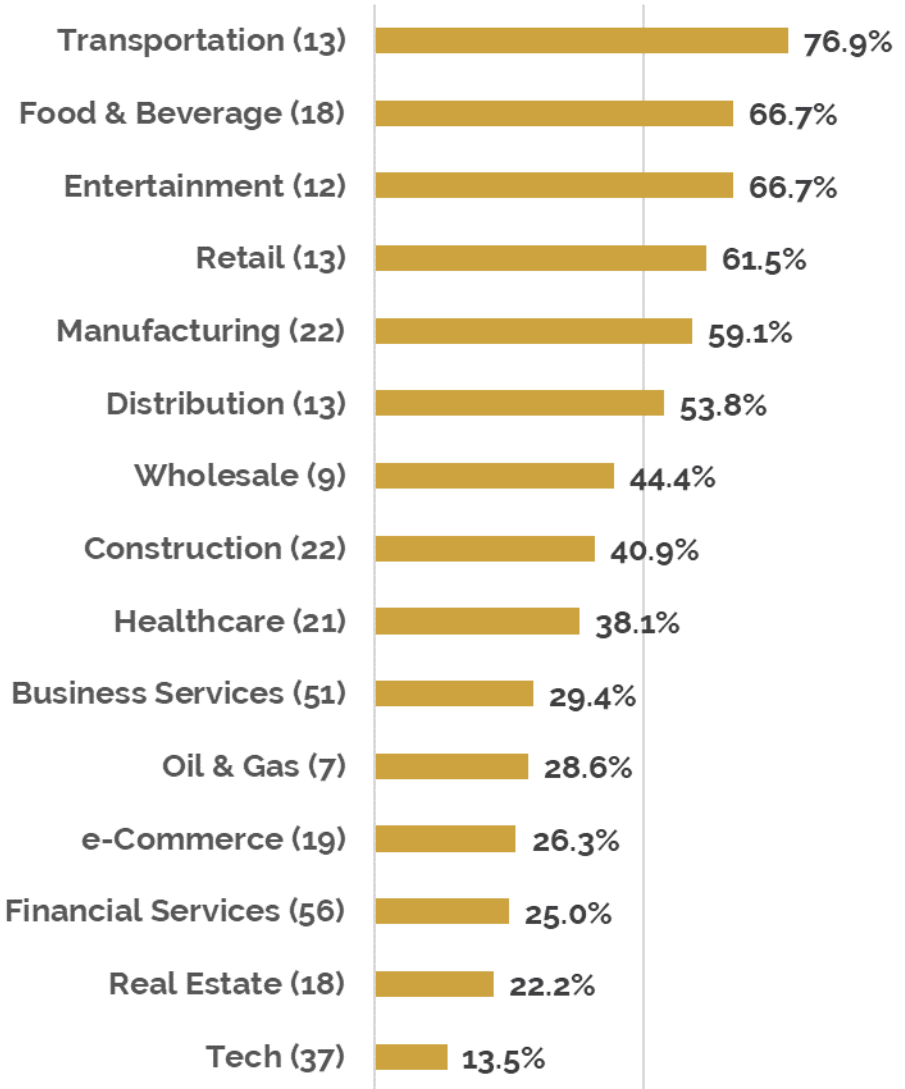
CHANGES IN WORKFORCE



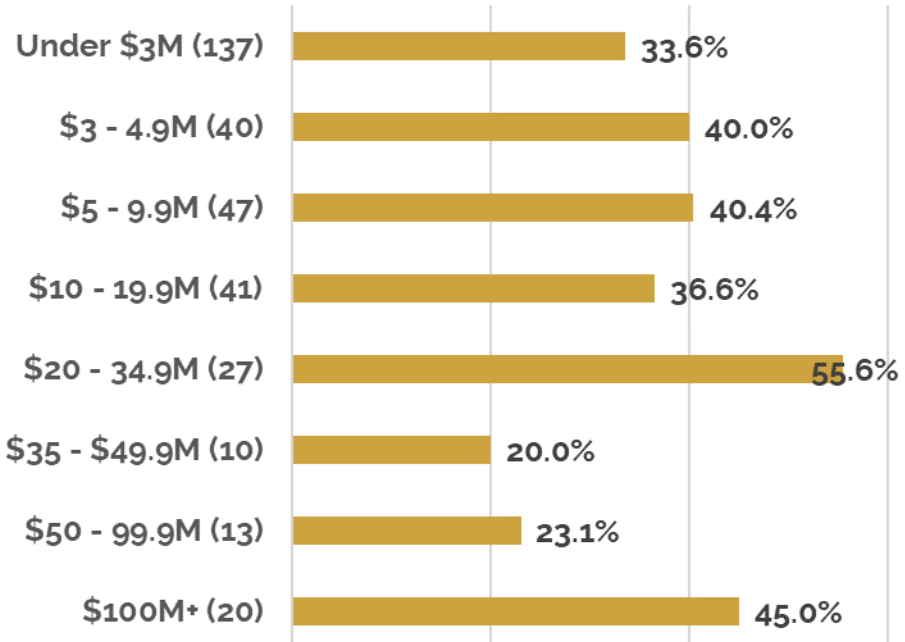
How have you modified workforce?



Have You Reduced Headcount, Hours, or Comp?



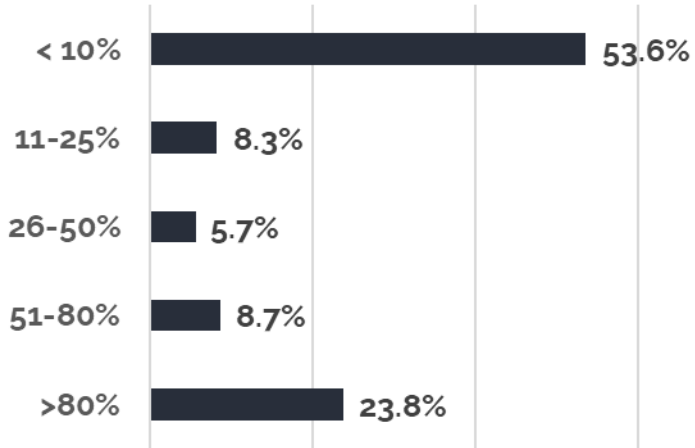
Have You Reduced Headcount, Hours, or Comp?



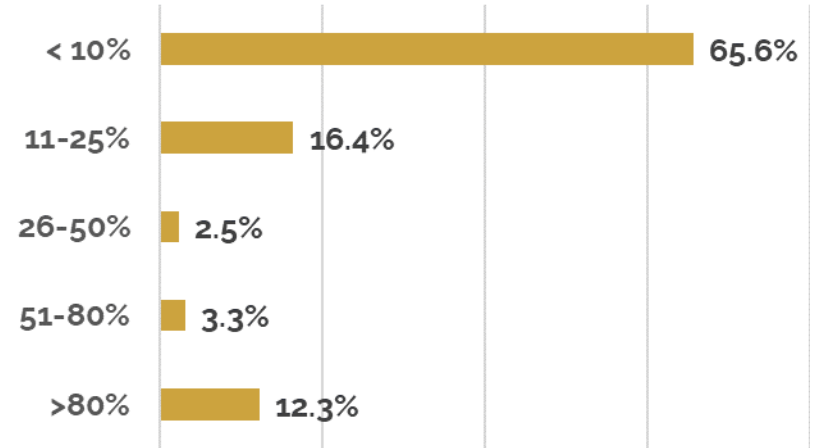
CHANGES IN WORKFORCE ■



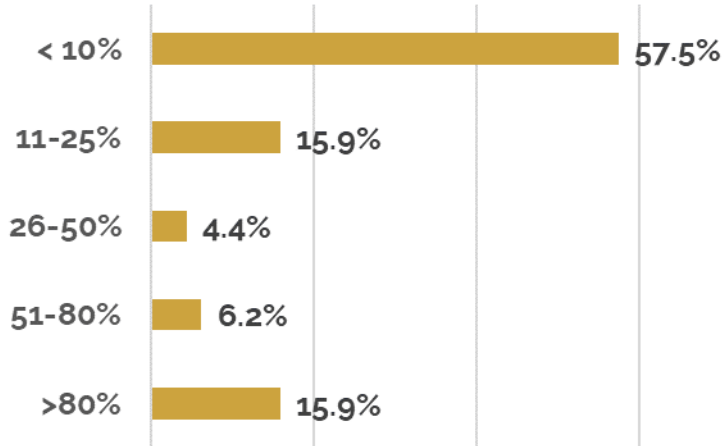
For All Workforce Change, % of Emps Impacted



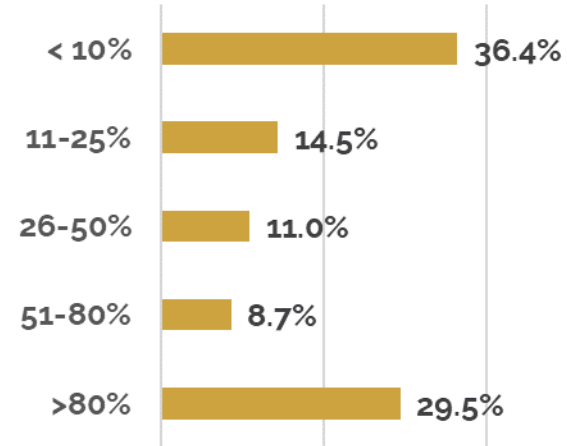
If Layoffs, % of Emps Impacted



If Furloughs, % of Emps Impacted



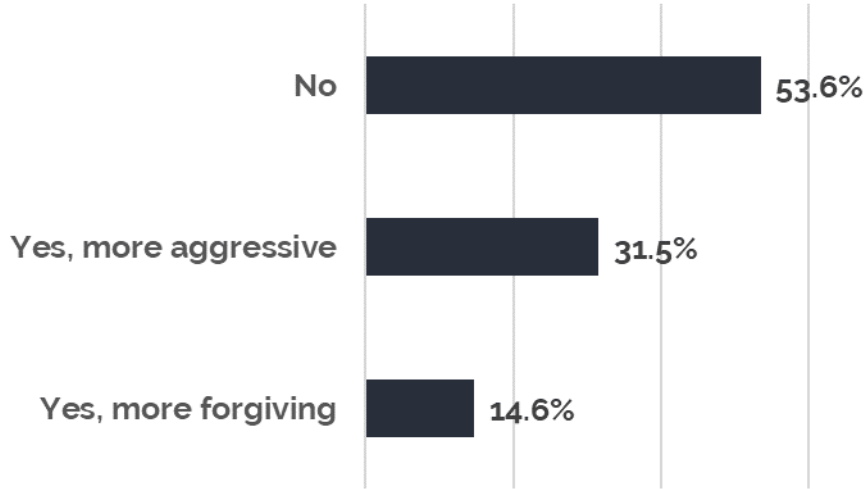
If Comp/Hrs Reduced, % of Emps Impacted



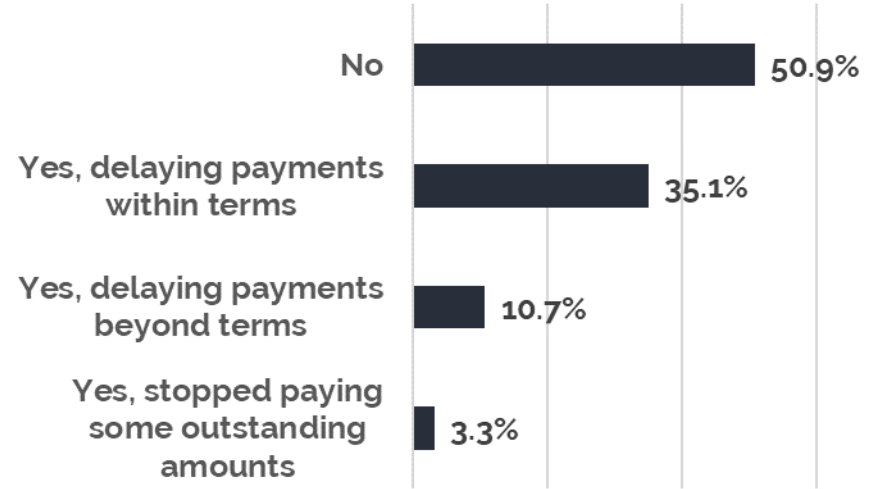
CHANGES IN FINANCE / SPEND



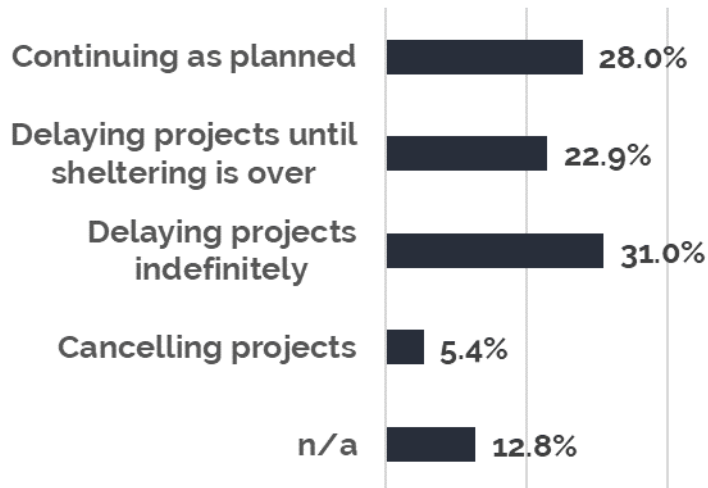
Changed handling of Accts Receivable?



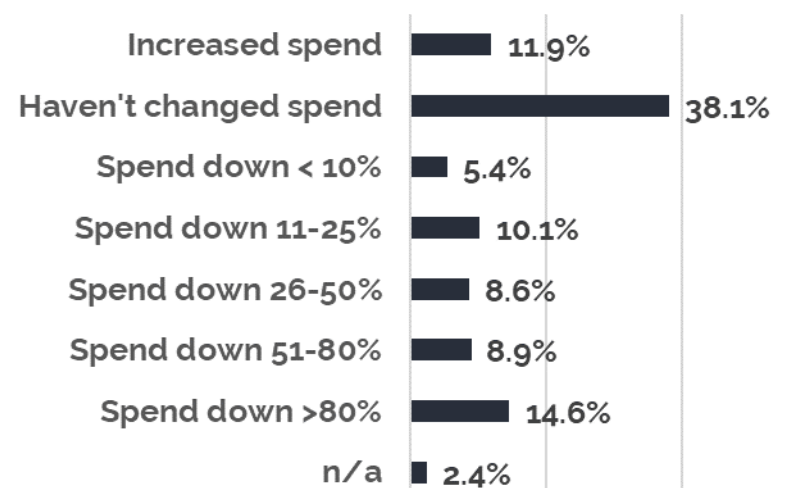
Changed handling of Accts Payable?



Changes in CAPEX plans?



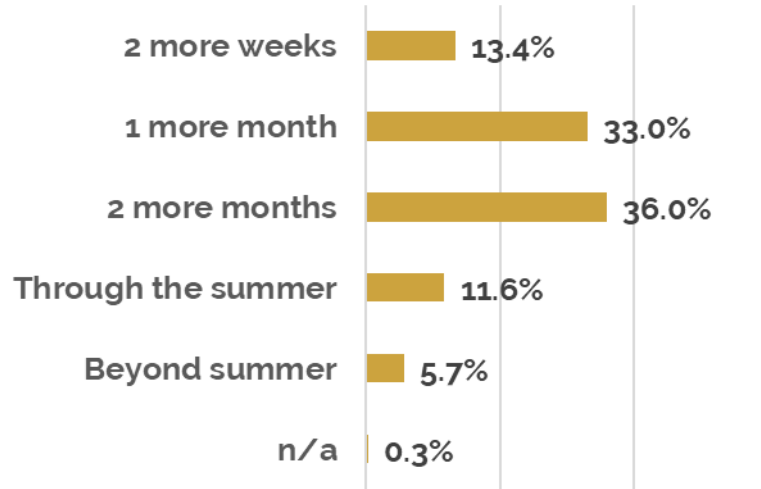
Changes in Marketing Spend?



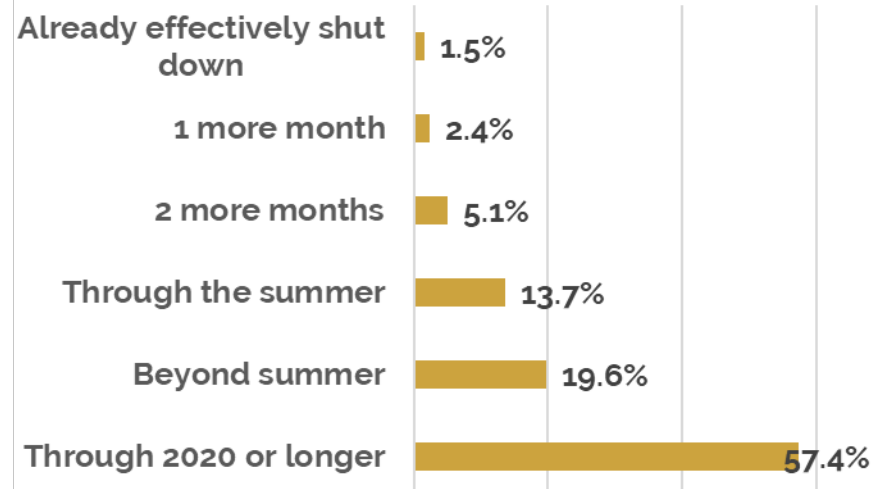
TIMING



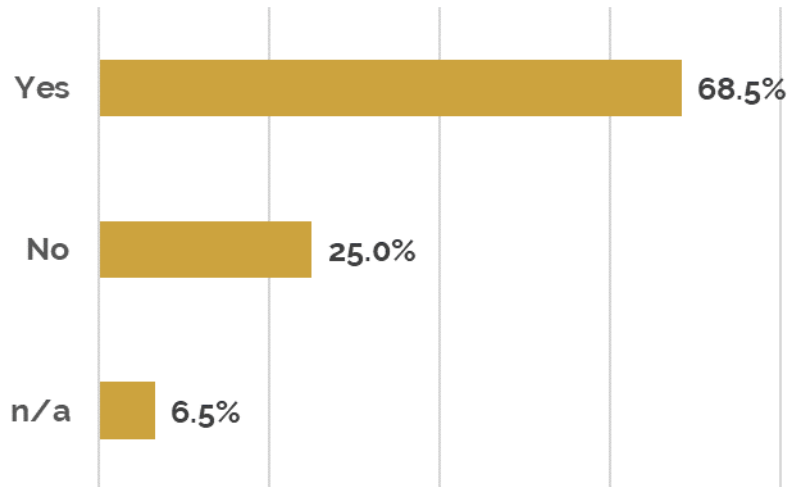
How long are you planning for shelter-in-place?



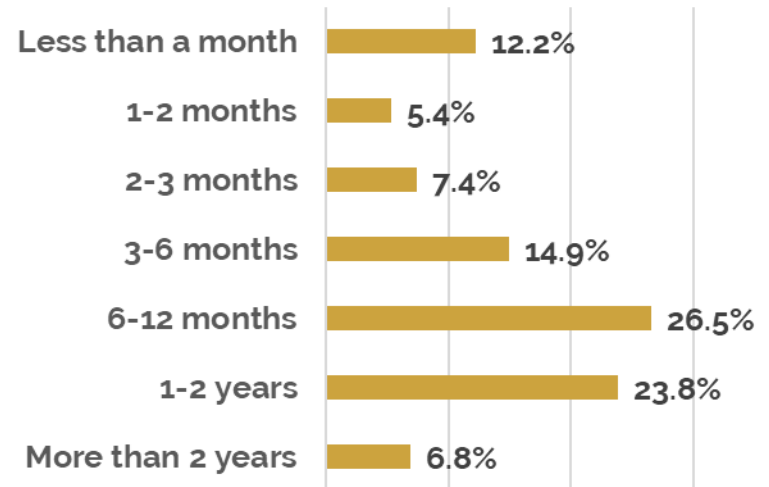
How much longer can your biz survive sheltering?



If your biz shuts down, could you restart?



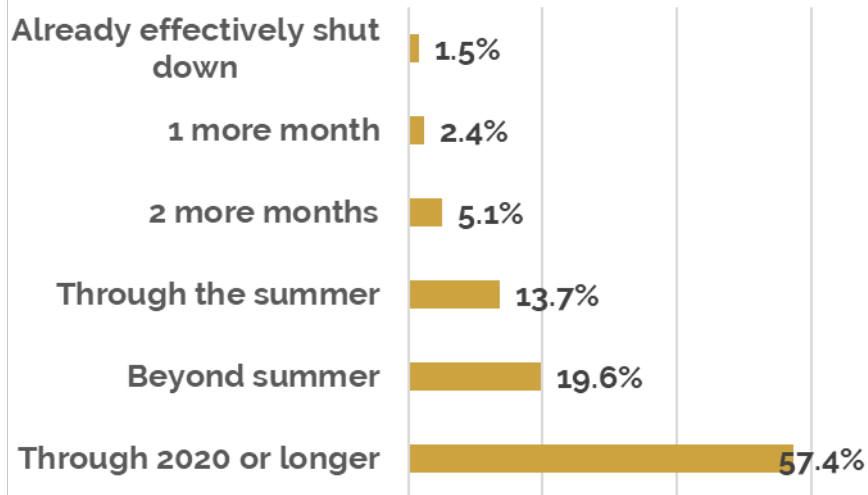
How long until your revenue is back to '19 level?



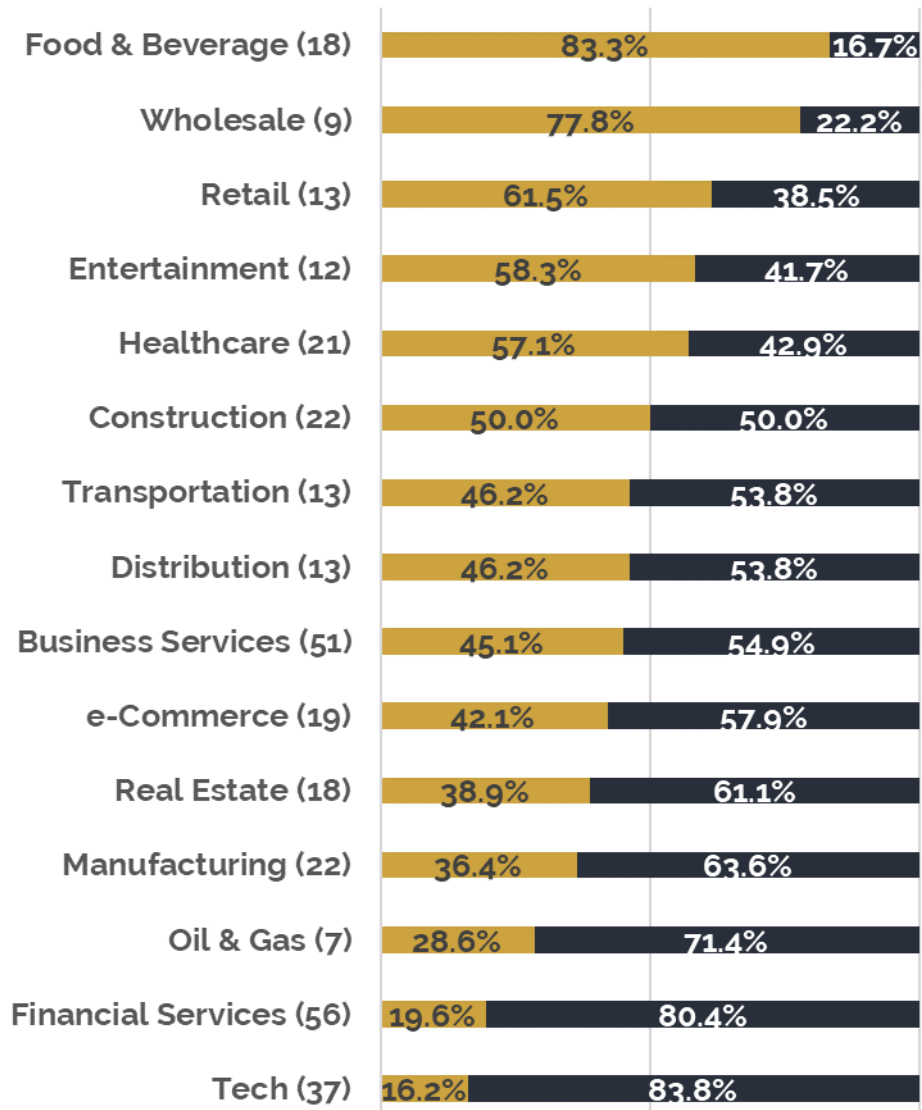
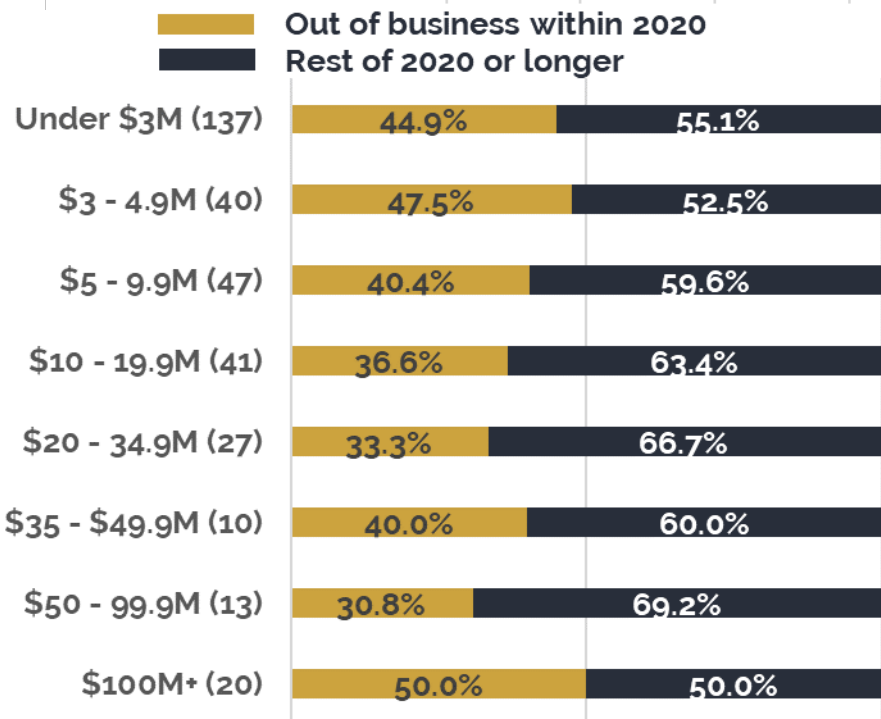
HOW LONG CAN YOU SURVIVE SHELTERING



How much longer can your biz survive sheltering?

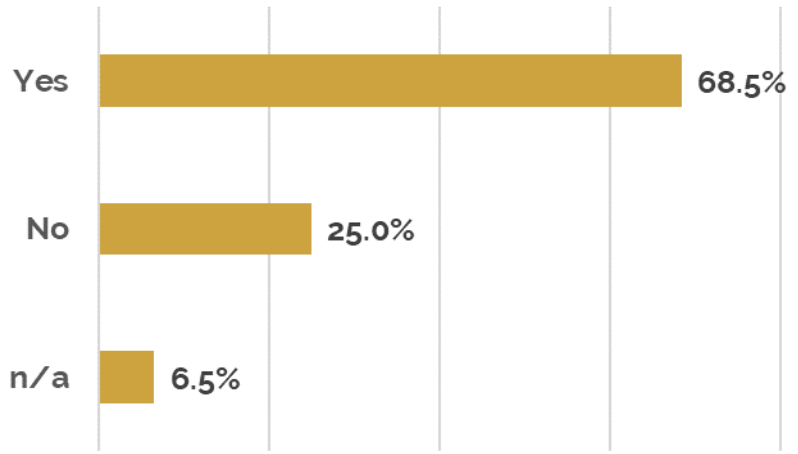


■ Out of business within 2020
■ Rest of 2020 or longer

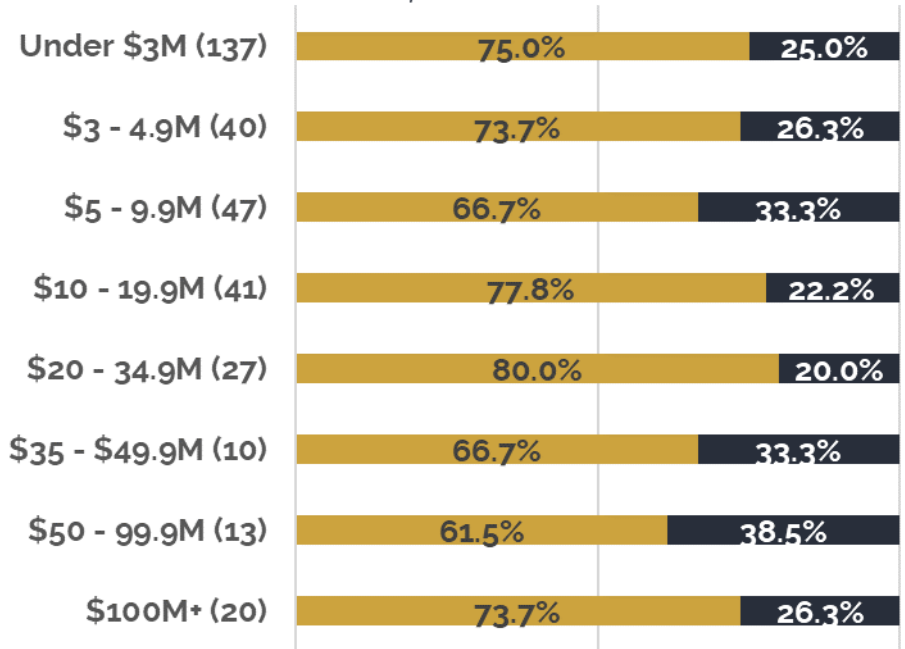


IF SHUT DOWN, COULD YOU RESTART

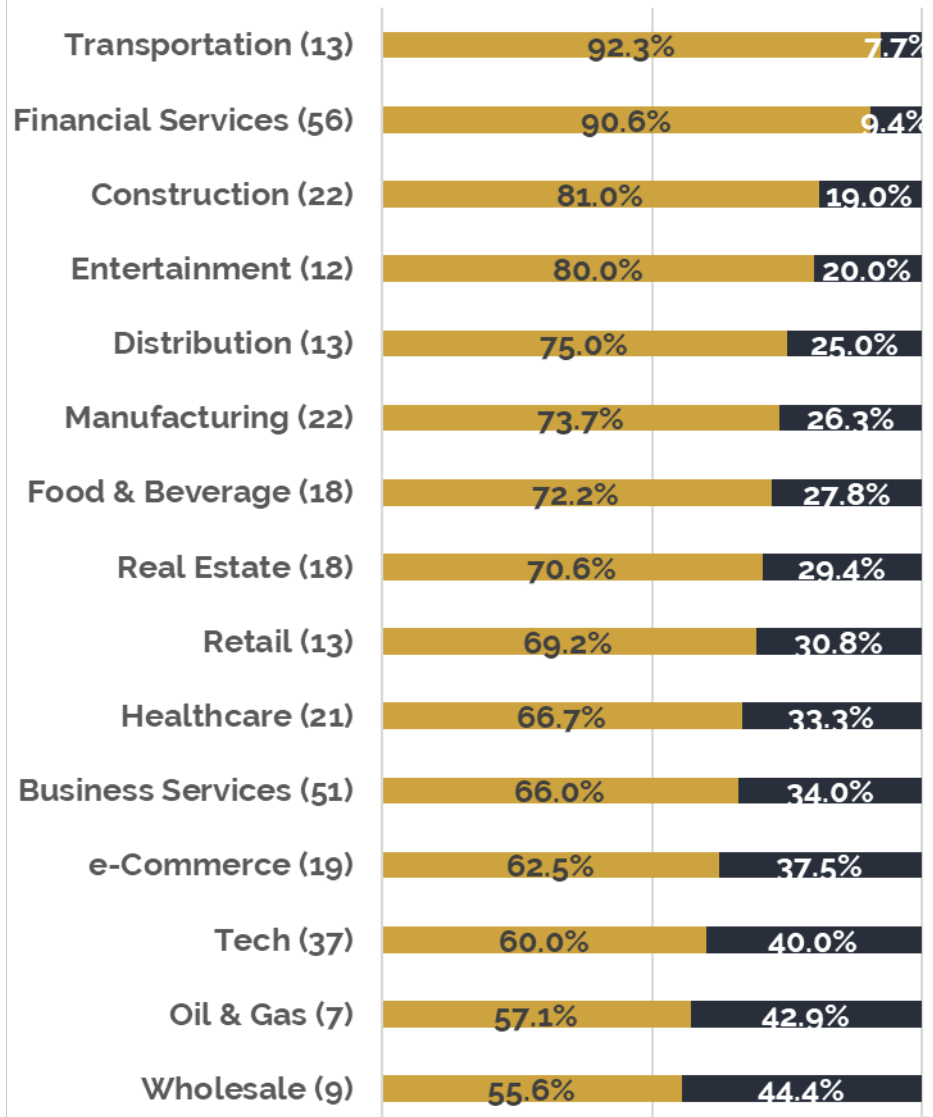
If your biz shuts down, could you restart?



■ Yes, could restart
■ No, could not restart



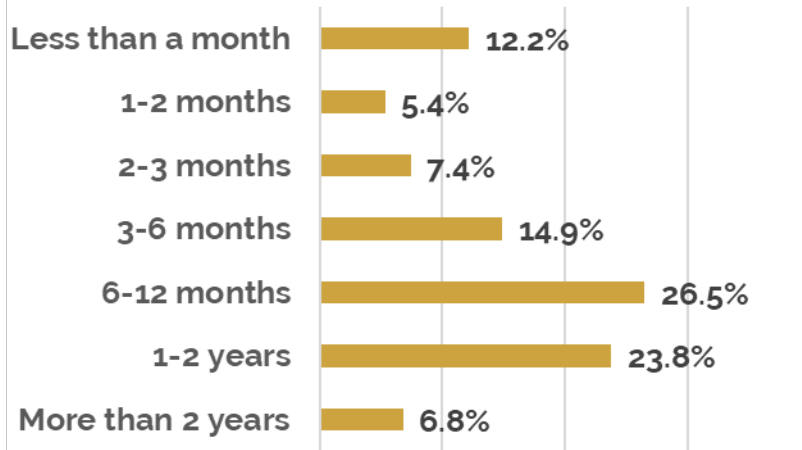
■ Yes, could restart
■ No, could not restart



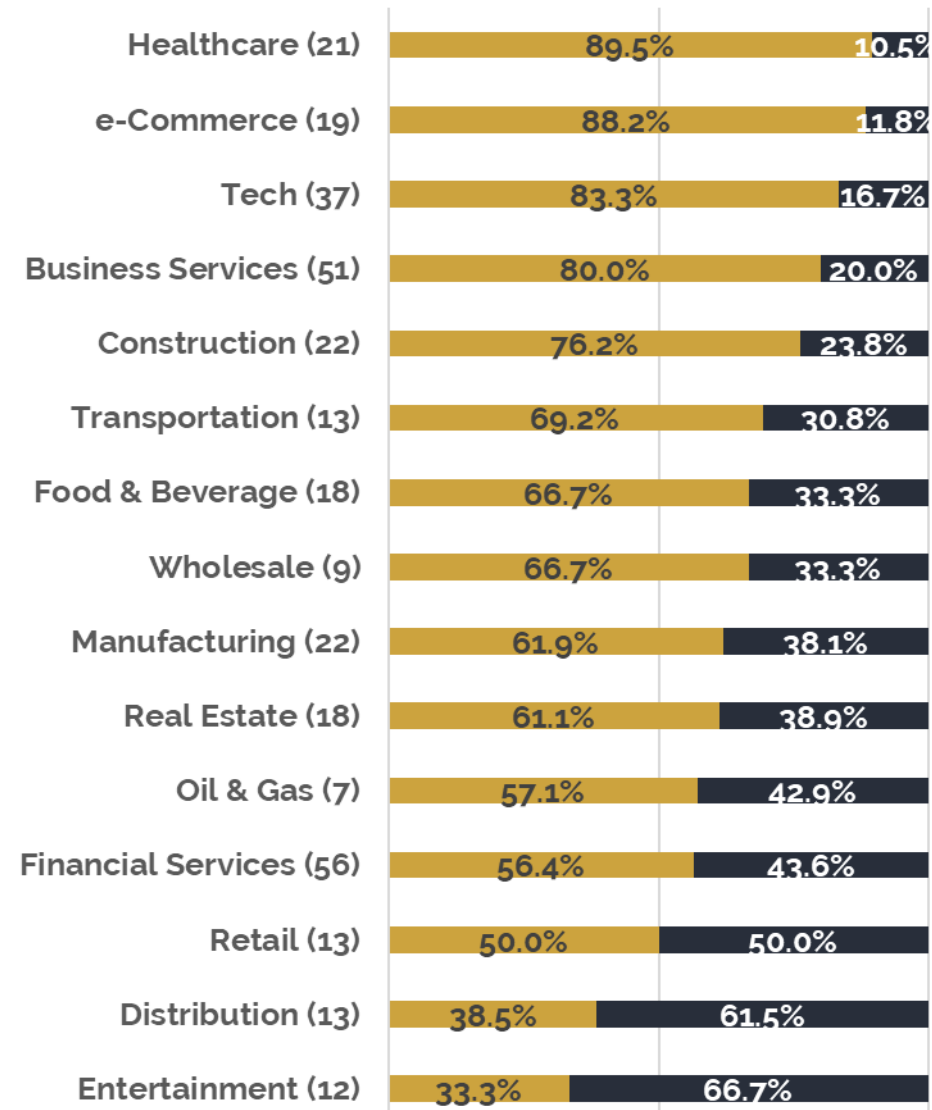
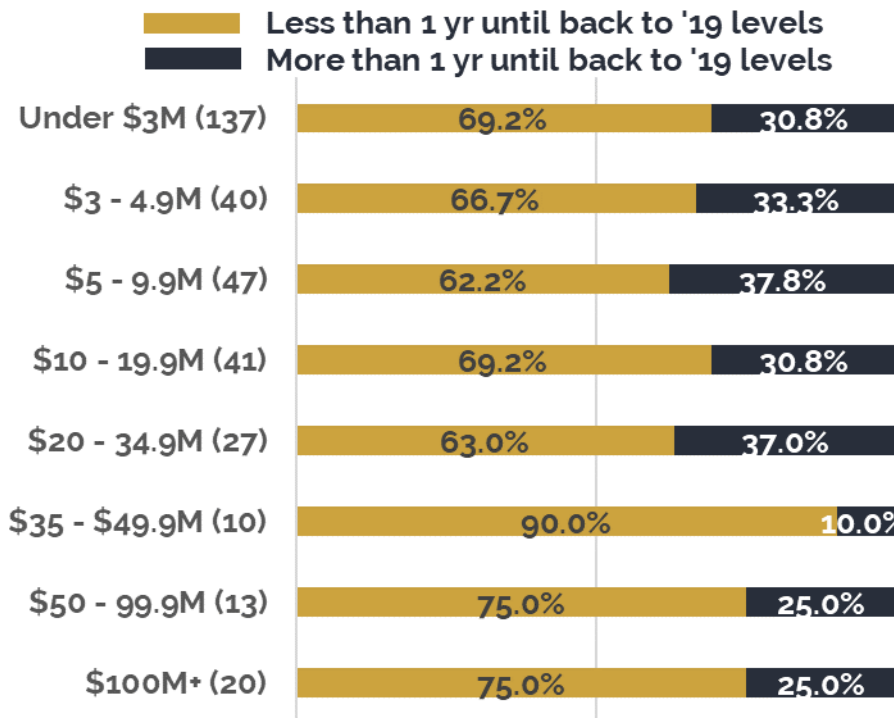
HOW LONG UNTIL REVS BACK TO '19 LEVEL



How long until your revenue is back to '19 level?



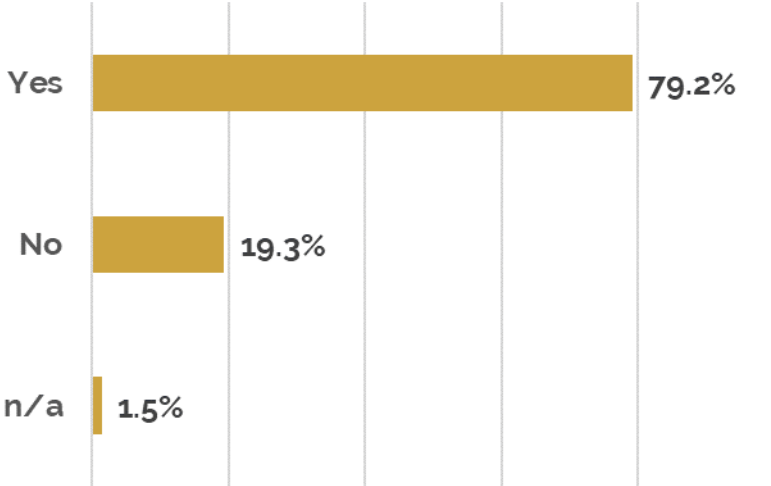
■ Less than 1 yr until back to '19 levels
■ More than 1 yr until back to '19 levels



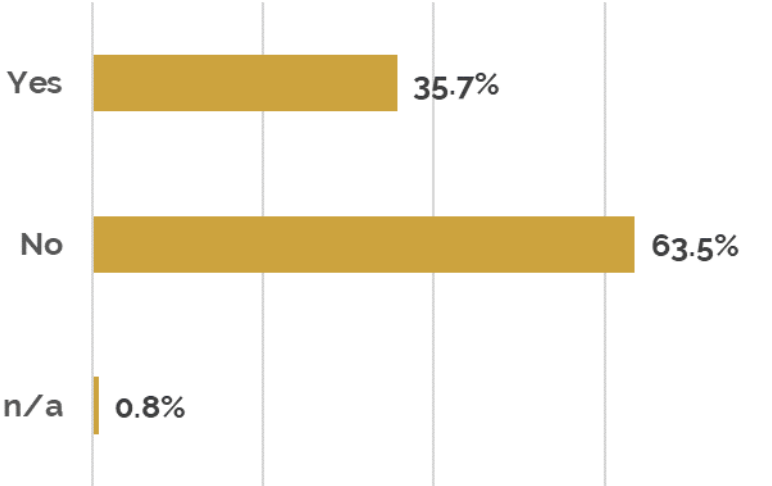
GOV'T AID ■



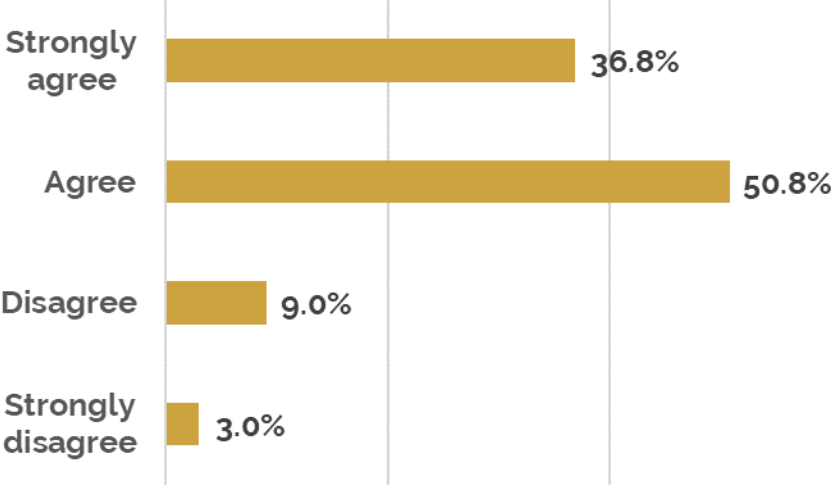
Have you applied for gov't aid?



If you applied, have you received gov't aid?



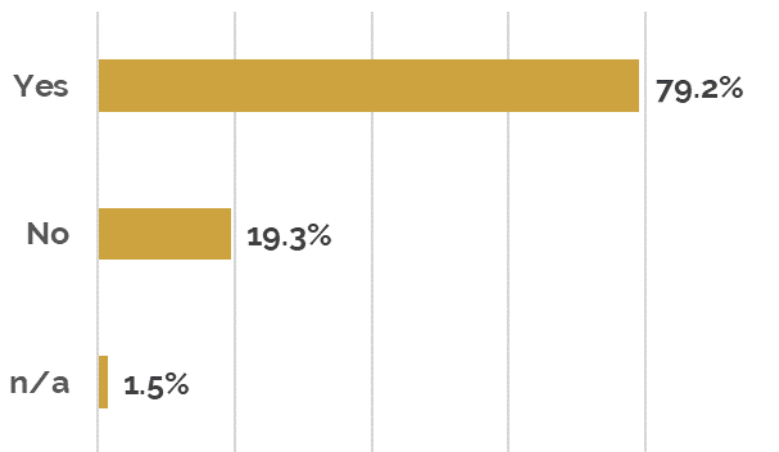
Gov't aid will help my business survive



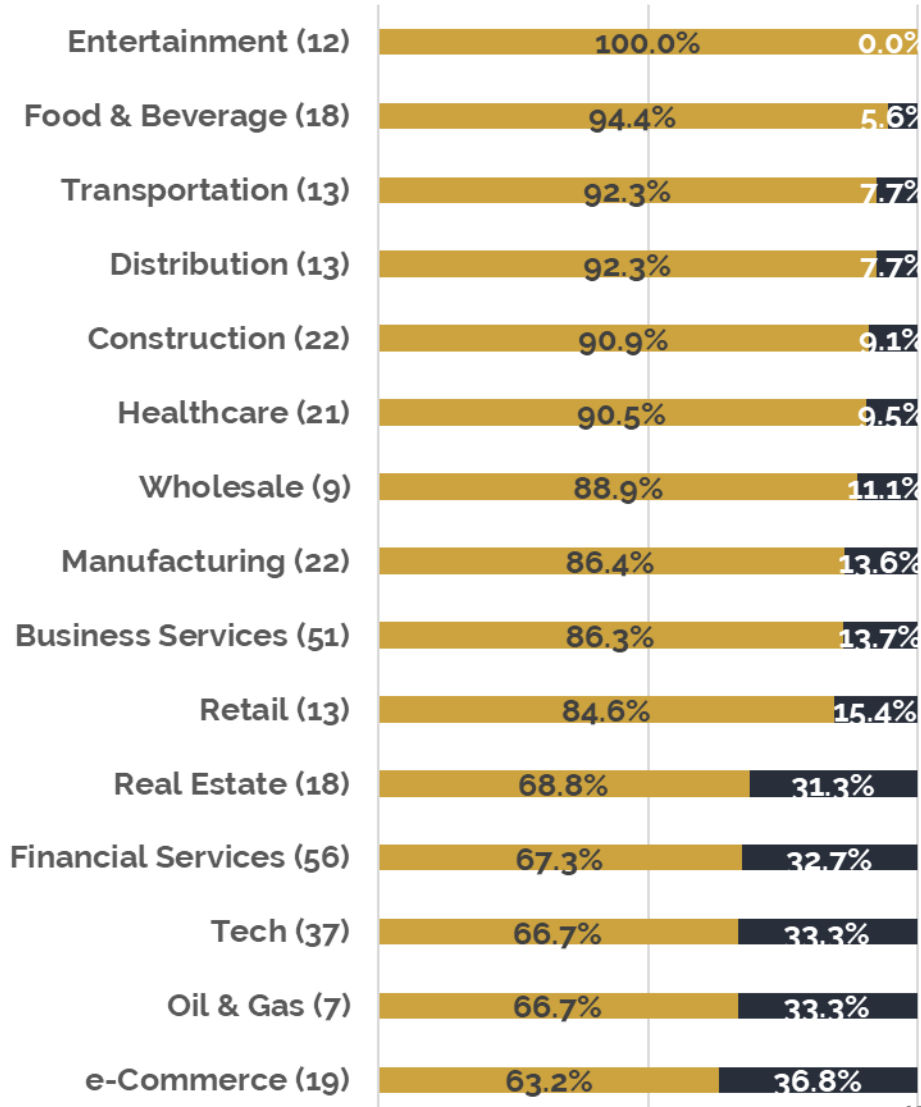
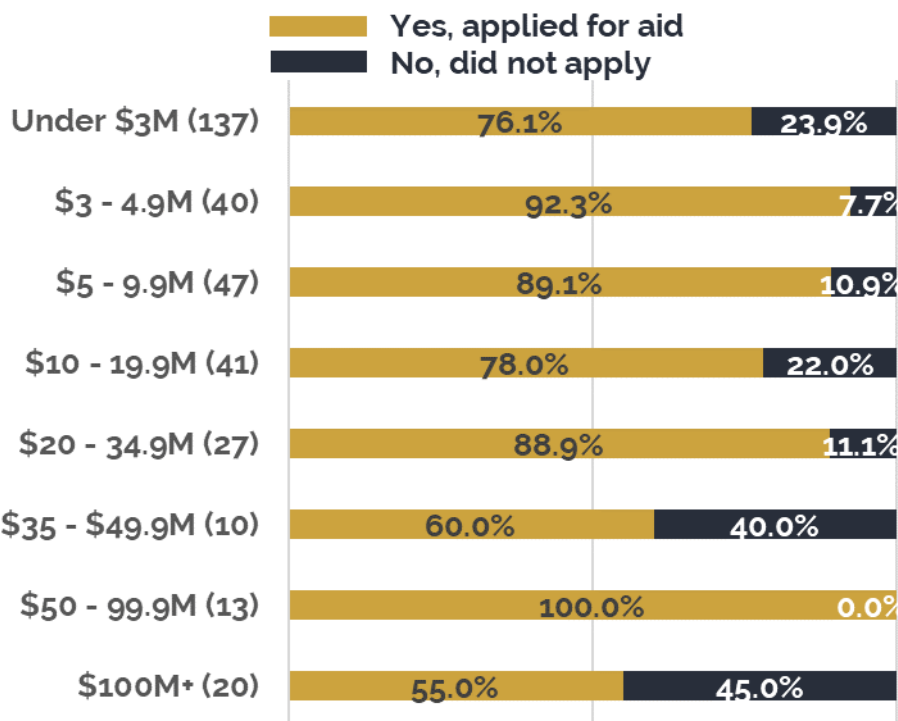
DID YOU APPLY FOR GOV'T AID



Have you applied for gov't aid?



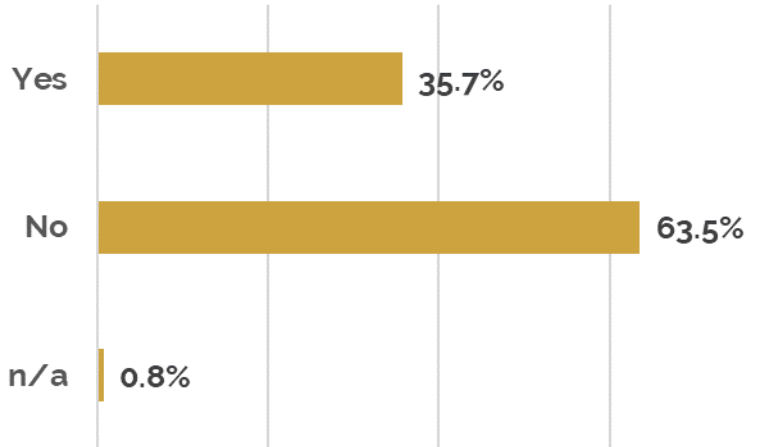
■ Yes, applied for aid
■ No, did not apply



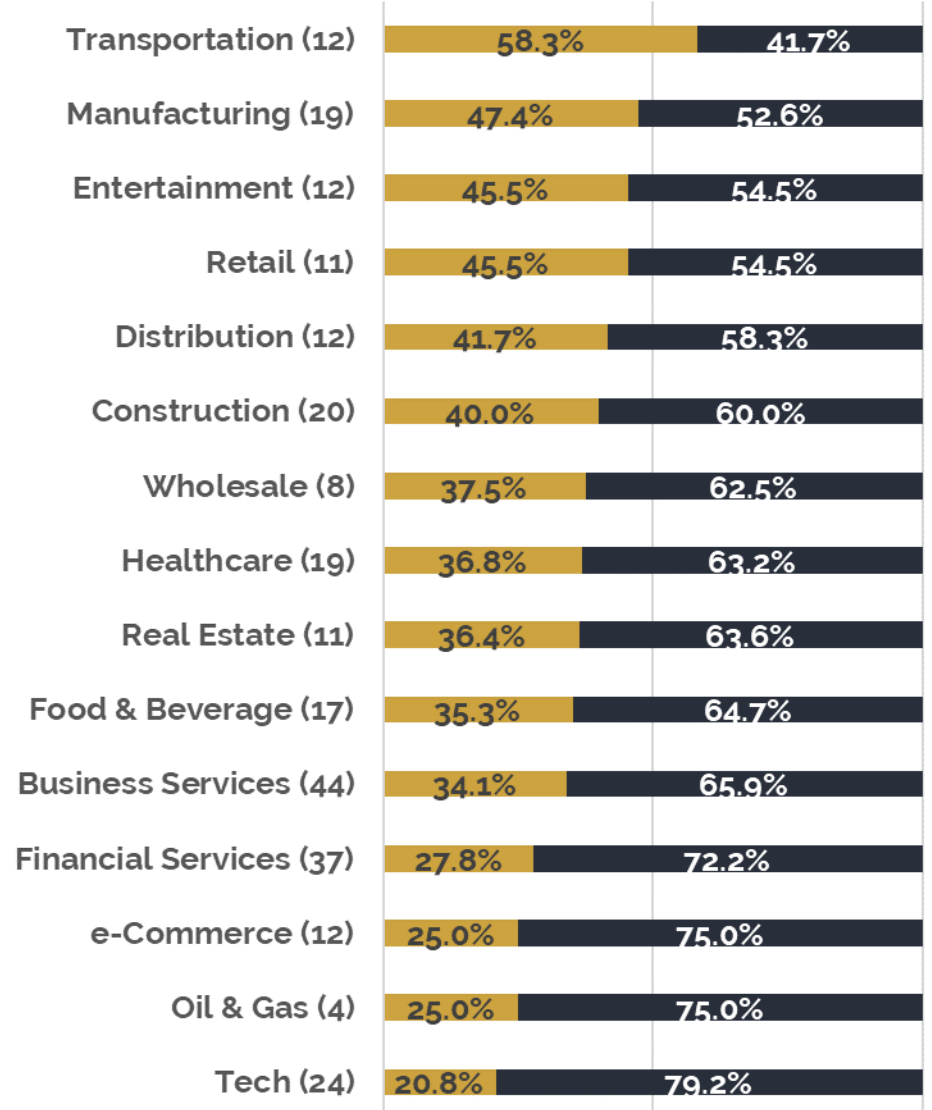
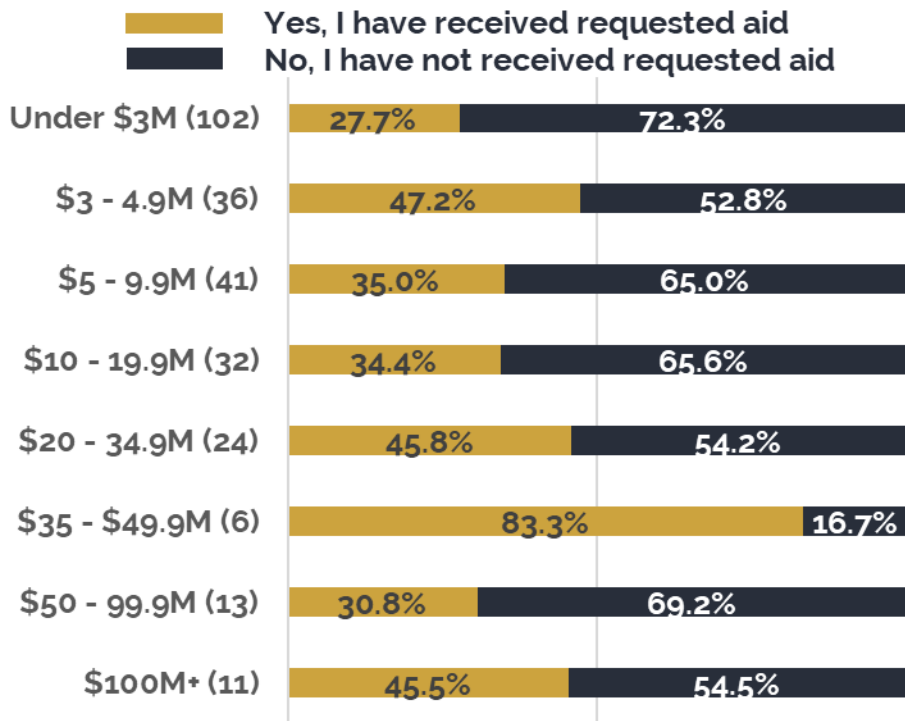
IF YOU APPLIED, HAVE YOU RECEIVED GOV'T AID



If you applied, have you received gov't aid?

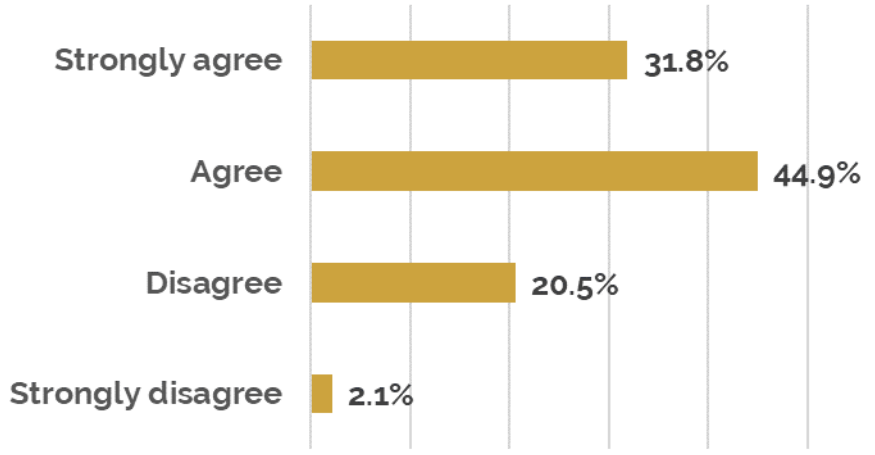


■ Yes, I have received requested aid
■ No, I have not received requested aid



WILL YOU EMERGE STRONGER

My biz will emerge from the crisis stronger



■ Agree / Strongly Agree will emerge stronger
■ Disagree / Strongly Disagree will emerge stronger

■ Agree / Strongly Agree will emerge stronger
■ Disagree / Strongly Disagree will emerge stronger

