



BUSINESS CONDITIONS SURVEY TABULATION

4 MONTHS ENDING August 31, 2020
(51 Responses)

Question 1 Please indicate the size of your market area?

REGION	Rural	Light Urban	Urban	NUMBER OF RESPONSES
NEWFOUNDLAND & LABRADOR	77.8%	11.1%	11.1%	9
NEW BRUNSWICK	41.2%	47.1%	11.7%	17
NOVA SCOTIA	50.0%	25.0%	25.0%	20
PRINCE EDWARD ISLAND	60.0%	20.0%	20.0%	5
ATLANTIC AVERAGE	56.0%	30.0%	14.0%	51

Question 2-4 Was your sales volume for the 4-month period May 1 – August 31, 2020 higher than the same period in 2019?

May 1 – August 31, 2020

REGION	YES	NO	REMAINED THE SAME	NUMBER OF RESPONSES
NEWFOUNDLAND & LABRADOR	66.7%	11.1%	22.2%	9
NEW BRUNSWICK	94.1%	5.9%	-	17
NOVA SCOTIA	95.0%	-	5.0%	20
PRINCE EDWARD ISLAND	100.0%	-	-	4
ATLANTIC AVERAGE	90.0%	2.0%	8.0%	50

If Yes, How Much Higher? (%)

REGION	1% - 5%	6% - 9%	10%-20%	20% PLUS	NUMBER OF RESPONSES
NEWFOUNDLAND & LABRADOR	16.7%	16.7%	16.7%	49.9%	6
NEW BRUNSWICK	-	12.5%	25.0%	62.5%	16
NOVA SCOTIA	5.3%	26.3%	31.6%	36.8%	19
PRINCE EDWARD ISLAND	-	50.0%	25.0%	25.0%	4
ATLANTIC AVERAGE	4.4%	22.2%	26.7%	46.7%	45

If No, How Much Lower? (%)

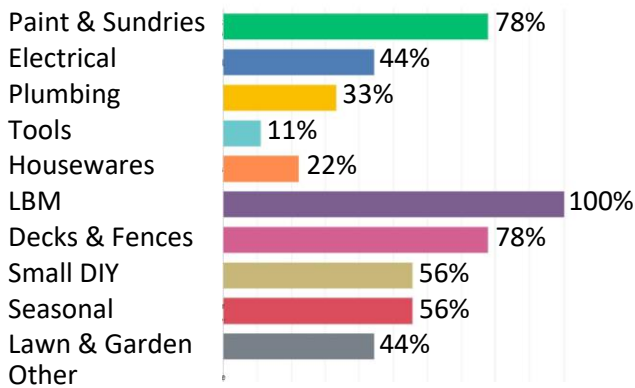
REGION	1% - 5%	6% - 9%	10%-20%	20% PLUS	NUMBER OF RESPONSES
NEWFOUNDLAND & LABRADOR	50.0%	50.0%	-	-	2
NEW BRUNSWICK	-	-	-	-	0
NOVA SCOTIA	-	-	-	-	0
PRINCE EDWARD ISLAND	-	-	-	-	0
ATLANTIC AVERAGE	50.0%	50.0%	-	-	2

Question 5 Please indicate what percentage of your sales have shifted to On-Line or Phone Orders.

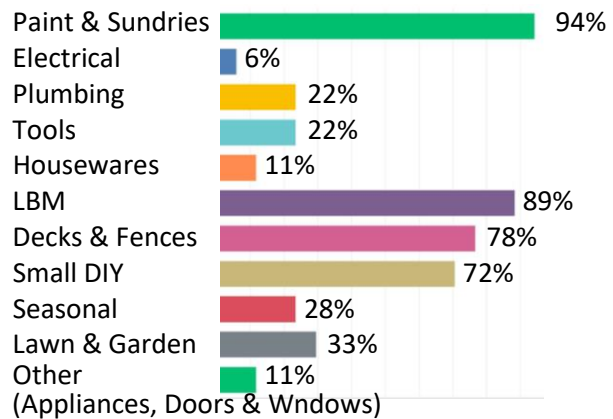
REGION	1% - 10%	11% - 20%	21% - 30%	31% - 40%	41% - 50%
NEWFOUNDLAND & LABRADOR	85.7%	14.3%	-	-	-
NEW BRUNSWICK	88.2%	11.8%	-	-	-
NOVA SCOTIA	79.0%	15.8%	5.2%	-	-
PRINCE EDWARD ISLAND	100.0%	-	-	-	-
ATLANTIC AVERAGE	85.1%	12.8%	2.1%	-	-

Question 6 What categories have been driving your business during the COVID-19 Pandemic?

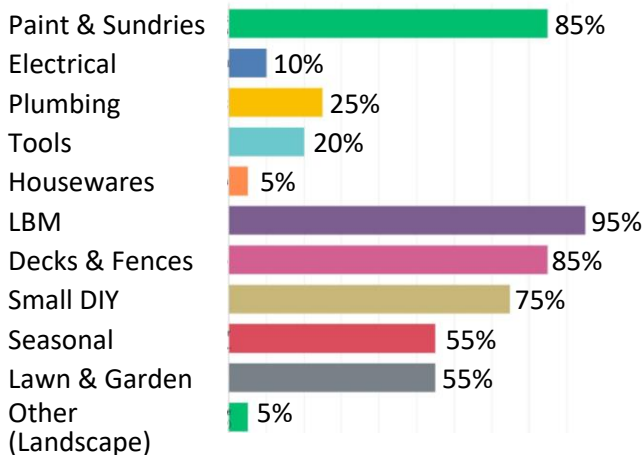
Newfoundland & Labrador



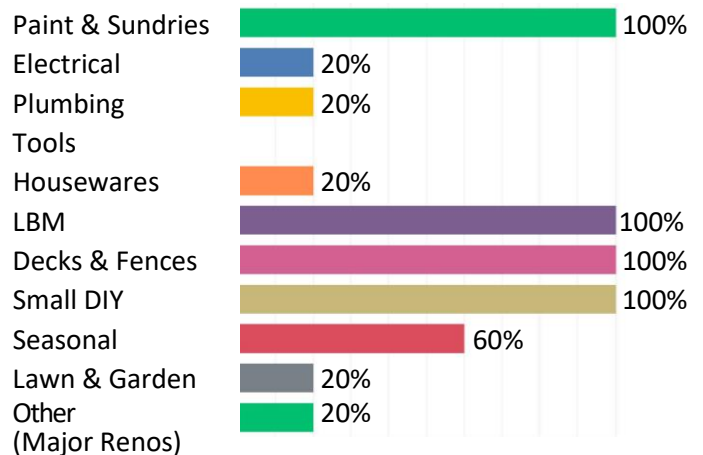
New Brunswick



Nova Scotia



Prince Edward Island



Question 7 Has the COVID-19 Situation required you to lay off any staff?

REGION	Yes	No
NEWFOUNDLAND & LABRADOR	33.3%	66.7%
NEW BRUNSWICK	35.3%	64.7%
NOVA SCOTIA	30.0%	70.0%
PRINCE EDWARD ISLAND	25.0%	75.0%
ATLANTIC AVERAGE	32.0%	68.0%

Question 8 If you answered Yes to question 7 please indicate how many full-time employees you needed to lay off.

REGION	1% - 10%	11% - 20%	21% - 30%	31% - 40%	41% - 50%	NUMBER OF RESPONSES
NEWFOUNDLAND & LABRADOR	100.0%	-	-	-	-	3
NEW BRUNSWICK	66.7%	33.3%	-	-	-	6
NOVA SCOTIA	40.0%	20.0%	20.0%	20.0%	-	5
PRINCE EDWARD ISLAND	100.0%	-	-	-	-	1
ATLANTIC AVERAGE	66.6%	20.0%	6.7%	6.7%	-	15

Question 9 If you answered Yes to question 7 please indicate how many part-time employees you needed to lay off.

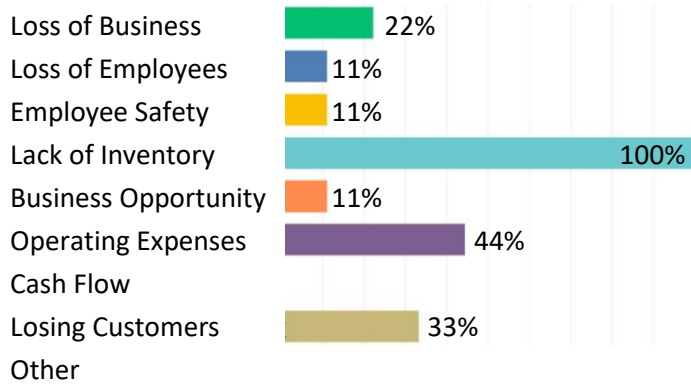
REGION	1% - 10%	11% - 20%	21% - 30%	31% - 40%	41% - 50%	NUMBER OF RESPONSES
NEWFOUNDLAND & LABRADOR	100.0%	-	-	-	-	2
NEW BRUNSWICK	100.0%	-	-	-	-	4
NOVA SCOTIA	60.0%	-	20.0%	-	20.0%	5
PRINCE EDWARD ISLAND	100.0%	-	-	-	-	1
ATLANTIC AVERAGE	83.4%	-	8.3%	-	8.3%	12

Question 10 What percentage of your employees asked to be laid-off due to the fear of working during the COVID-19 Pandemic?

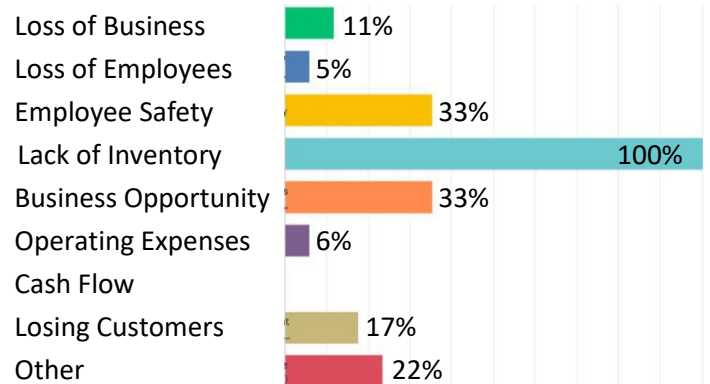
REGION	0%	1% - 10%	11% - 20%	21% - 30%	Over 30%	NUMBER OF RESPONSES
NEWFOUNDLAND & LABRADOR	66.7%	33.3%	-	-	-	9
NEW BRUNSWICK	37.5%	56.3%	6.2%	-	-	16
NOVA SCOTIA	33.3%	44.5%	11.1%	11.1%	-	18
PRINCE EDWARD ISLAND	40.0%	60.0%	-	-	-	5
ATLANTIC AVERAGE	42.6%	46.8%	6.4%	4.2%	-	48

Question 11 Please rank your Top Three Business Concerns as you enter the Spring and Summer.

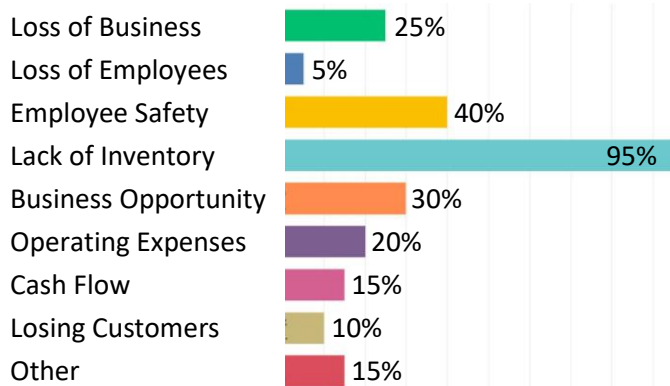
Newfoundland & Labrador



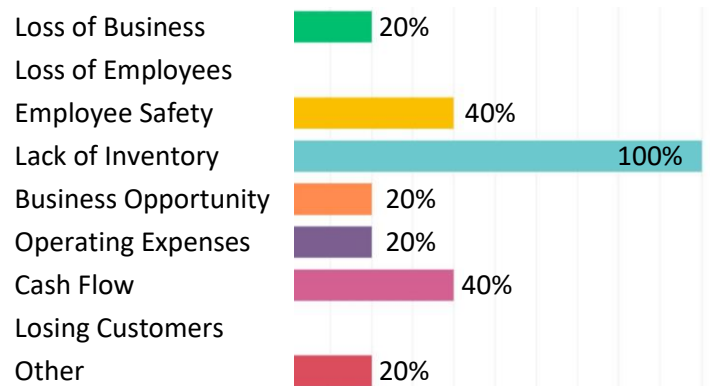
New Brunswick



Nova Scotia



Prince Edward Island



Other

- Taxation to pay for Covid benefits.
- Cost of Goods sold.
- Money that government is paying to stay home.
- Supply and demand affecting prices and supply of products.
- Being caught with high prices inventory...ie. Lumber/Plywood.
- Skyrocketing prices.
- Rising material costs driving retail prices to unsustainable levels.
- Increase lumber cost / decrease purchasing.

Question 12 Other than sales, how has the COVID-19 Pandemic affected your business?

REGION	Created HR Issues	Created Extra Costs	Disrupted Supply Chain	Hours of Operation	Other	NUMBER OF RESPONSES
NEWFOUNDLAND & LABRADOR	25.0%	50.0%	87.5%	62.5%	-	9
NEW BRUNSWICK	37.5%	56.3%	93.8%	43.8%	-	17
NOVA SCOTIA	31.6%	47.4%	89.5%	42.1%	5.3%	19
PRINCE EDWARD ISLAND	40.0%	80.0%	100.0%	40.0%	20.0%	5
ATLANTIC AVERAGE	32.7%	53.1%	87.8%	44.9%	4.1%	50

Other

- Lack of potential workers available.
- Employee Safety Concerns

Question 13 Have you offered an extra wage incentive to employees who have been working with you during the Pandemic?

REGION	Yes	No	NUMBER OF RESPONSES
NEWFOUNDLAND & LABRADOR	25.0%	75.0%	8
NEW BRUNSWICK	37.5%	62.5%	16
NOVA SCOTIA	36.8%	63.2%	19
PRINCE EDWARD ISLAND	60.0%	40.0%	5
ATLANTIC AVERAGE	36.2%	63.8%	48

Other Response

- We are working on some kind of a bonus incentive.
- There was a \$2.00 an hour incentive that was removed and no extra incentive is being paid now.
- We did for the first part, give them an extra paid day off every week and reduced hours kept their hours paid the same.

Question 14 If you answered Yes to question 13, please indicate the amount of increase you offered.

REGION	\$.50 per hour	\$1.00 per hour	\$1.50 per hour	\$2.00 per hour	More than \$2.00 per hour	NUMBER OF RESPONSES
NEWFOUNDLAND & LABRADOR	-	-	-	100.0%	-	2
NEW BRUNSWICK	-	60.0%	-	40.0%	-	5
NOVA SCOTIA	-	40.0%	40.0%	-	20.0%	5
PRINCE EDWARD ISLAND	-	-	33.7%	66.6%	-	3
ATLANTIC AVERAGE	-	33.3%	20.0%	40.0%	6.7%	15

Question 15 How have your margins compare, so far, in 2020 vs 2019?

REGION	HIGHER	LOWER	SAME	NUMBER OF RESPONSES
NEWFOUNDLAND & LABRADOR	55.6%	-	44.4%	9
NEW BRUNSWICK	52.9%	5.9%	41.2%	17
NOVA SCOTIA	63.2%	-	36.8%	19
PRINCE EDWARD ISLAND	60.0%	20.0%	20.0%	5
ATLANTIC AVERAGE	57.1%	4.1%	38.8%	50

Question 16 Are there any resources or training ABSDA could provide to assist your business as a result of COVID-19?

Response: New store design ideas.
On-Line training for boom truck and forklift plus guidelines for practical training.

Question 17 Please express your level of optimism over the next four months.

REGION	EXCELLENT	GOOD	FAIR	POOR	NUMBER OF RESPONSES
NEWFOUNDLAND & LABRADOR	-	33.3%	55.6%	11.1%	9
NEW BRUNSWICK	11.8%	52.9%	35.3%	-	17
NOVA SCOTIA	5.3%	57.9%	31.6%	5.2%	19
PRINCE EDWARD ISLAND	20.0%	60.0%	20.0%	-	5
ATLANTIC AVERAGE	8.2%	51.0%	36.7%	4.1%	50

Question 18 What do you think government should do?

Newfoundland & Labrador Responses

- Stop giving away money so easily. It will have to be paid back somehow. That's going to hurt when it does.

New Brunswick Responses

- Tax everyone to pay for COVID-19 programs.
- I think that the government in NB is doing really well - Making good common sense decisions- Keep it up-they could provide us with a decreased tax rate to help small business during Covid.
- Million dollar question. Quit giving out money and start looking at how we can get people back to work. People won't work if you continue to give them money for free.
- I believe there should be lobbying done on regulating some of our commodity pricing.
- Offer a tax break to compensate added expenses to those who remained open during Covid.
- Keep red tape and taxes to a minimum and keep COVID responses proportional to situation.
- I feel our provincial and federal government has done an excellent job keeping us informed and in our bubbles It's been difficult but, we can all appreciate the uncharted areas we've been navigating.
- Stop paying people to stay home and avoid work.
- Not enough space to type it all here but basically govern.

Nova Scotia Responses

- Stop paying CERB. (4 Responses)
- Keep the Atlantic Bubble.
- Stop the fear mongering and stop spending before thinking.
- Eliminate E.I. enhancement.
- I think the government is doing an excellent job during this pandemic.
- Government needs to take more of a stance, be it giving CERB to whoever decides that the best is for them is to stay home without doing a reference check to employer. A company doing all that it can to protect their employee from harms length and the employee taking it upon themselves to make the decision to stay home, who's responsible there? Handing out dollars without any question, think about it...how many low income people do you think don't get that?

Prince Edward Island Responses

- Government is certainly doing enough / CERB etc.
- Stop paying CERB. Make people go back to work.
- Stop spending tax payers' dollars and offer the workers the incentives, not the people staying at home and taking advantage of it. It's completely backwards in my opinion.