



BUSINESS CONDITIONS SURVEY TABULATION

4 MONTHS ENDING April 30, 2020
(56 Responses)

Question 1 Please indicate the size of your market area?

REGION	Rural	Light Urban	Urban	NUMBER OF RESPONSES
NEWFOUNDLAND & LABRADOR	60.0%	20.0%	20.0%	15
NEW BRUNSWICK	26.7%	53.3%	20.0%	15
NOVA SCOTIA	55.0%	20.0%	25.0%	20
PRINCE EDWARD ISLAND	33.3%	33.3%	33.3%	6
ATLANTIC AVERAGE	46.4%	30.4%	23.2%	56

Question 2-4 Was your sales volume for the 4-month period January 1 – April 30, 2020 higher than the same period in 2019?

January 1 – April 30, 2020

REGION	YES	NO	REMAINED THE SAME	NUMBER OF RESPONSES
NEWFOUNDLAND & LABRADOR	20.0%	60.0%	20.0%	15
NEW BRUNSWICK	80.0%	20.0%	-	15
NOVA SCOTIA	50.0%	35.0%	15.0%	20
PRINCE EDWARD ISLAND	16.7%	66.6%	16.7%	6
ATLANTIC AVERAGE	46.4%	41.1%	12.5%	56

If Yes, How Much Higher? (%)

REGION	1% - 5%	6% - 9%	10%-20%	20% PLUS	NUMBER OF RESPONSES
NEWFOUNDLAND & LABRADOR	-	33.3%	33.3%	33.3%	3
NEW BRUNSWICK	16.7%	8.3%	8.3%	66.7%	12
NOVA SCOTIA	30.0%	10.0%	20.0%	40.0%	10
PRINCE EDWARD ISLAND	-	-	-	100.0%	1
ATLANTIC AVERAGE	19.2%	11.5%	15.4%	53.9%	26

If No, How Much Lower? (%)

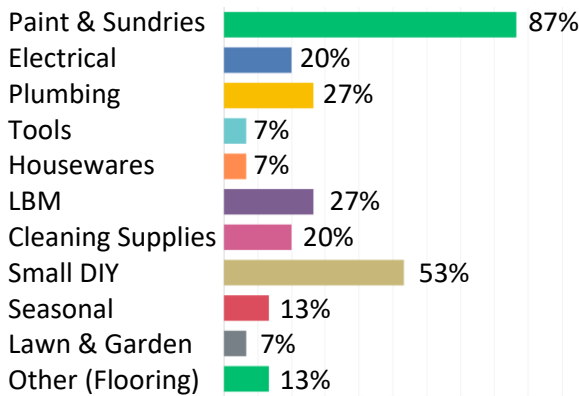
REGION	1% - 5%	6% - 9%	10%-20%	20% PLUS	NUMBER OF RESPONSES
NEWFOUNDLAND & LABRADOR	-	22.2%	44.5%	33.3%	9
NEW BRUNSWICK	-	33.3%	33.3%	33.3%	3
NOVA SCOTIA	-	14.2%	42.9%	42.9%	7
PRINCE EDWARD ISLAND	25.0%	25.0%	-	50.0%	4
ATLANTIC AVERAGE	4.3%	21.7%	34.8%	39.2%	23

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

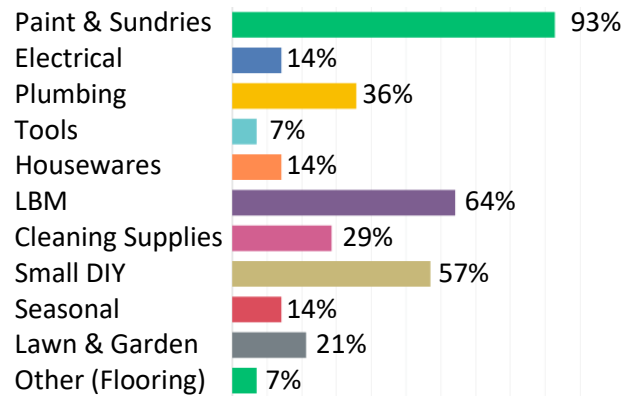
REGION	1% - 10%	11% - 20%	21% - 30%	31% - 40%	41% - 50%
NEWFOUNDLAND & LABRADOR	53.8%	38.5%	-	-	7.7%
NEW BRUNSWICK	61.5%	30.8%	7.7%	-	-
NOVA SCOTIA	52.6%	31.6%	5.3%	-	10.5%
PRINCE EDWARD ISLAND	83.3%	-	16.7%	-	-
ATLANTIC AVERAGE	58.8%	29.4%	5.9%	-	5.9%

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

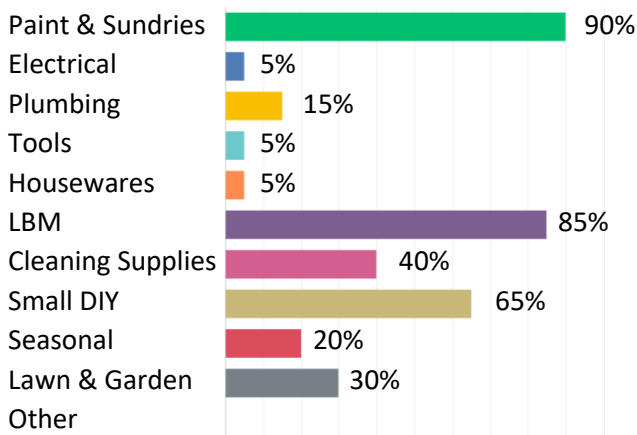
Newfoundland & Labrador



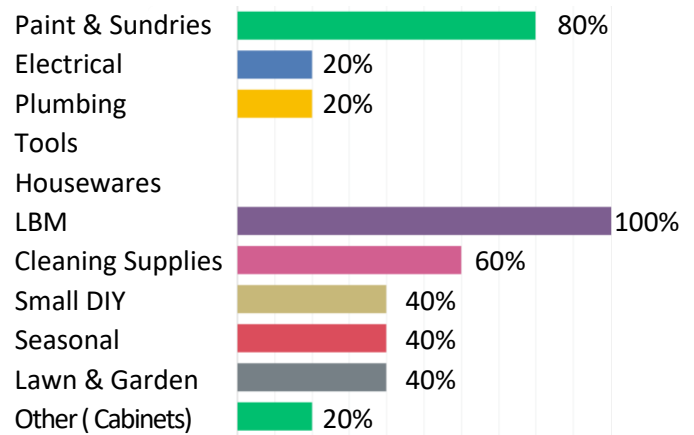
New Brunswick



Nova Scotia



Prince Edward Island



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

REGION	Yes	No
NEWFOUNDLAND & LABRADOR	53.3%	46.7%
NEW BRUNSWICK	60.0%	40.0%
NOVA SCOTIA	70.0%	30.0%
PRINCE EDWARD ISLAND	50.0%	50.0%
ATLANTIC AVERAGE	60.7%	39.3%

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	25.0%	37.5%	-	25.0%	12.5%	8
NEW BRUNSWICK	80.0%	-	10.0%	-	10.0%	10
NOVA SCOTIA	41.7%	33.4%	8.3%	8.3%	8.3%	12
PRINCE EDWARD ISLAND	33.3%	-	33.3%	-	33.3%	3
ATLANTIC AVERAGE	48.5%	21.2%	9.1%	9.1%	12.1%	33

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

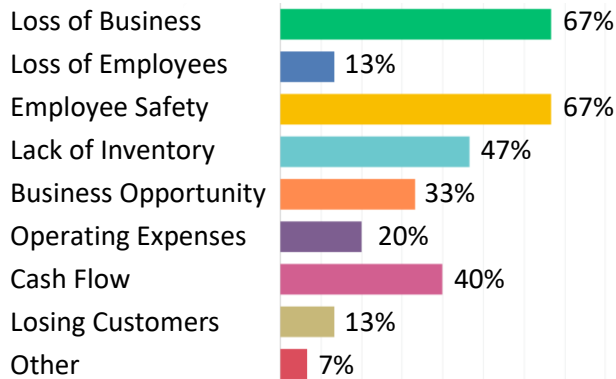
REGION	1% - 10%	11% - 20%	21% - 30%	31% - 40%	41% - 50%	NUMBER OF RESPONSES
NEWFOUNDLAND & LABRADOR	50.0%	-	-	-	50.0%	4
NEW BRUNSWICK	100.0%	-	-	-	-	1
NOVA SCOTIA	62.5%	12.5%	-	-	25.0%	8
PRINCE EDWARD ISLAND	33.3%	-	-	33.3%	33.3%	3
ATLANTIC AVERAGE	56.3%	6.2%	-	6.2%	31.3%	16

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

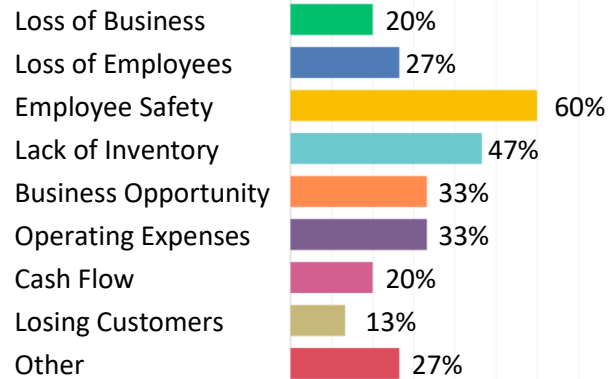
REGION	0%	1% - 10%	11% - 20%	21% - 30%	Over 30%	NUMBER OF RESPONSES
NEWFOUNDLAND & LABRADOR	64.3%	14.3%	14.3%	7.1%	-	14
NEW BRUNSWICK	33.3%	60.0%	6.7%	-	-	15
NOVA SCOTIA	20.0%	50.0%	15.0%	10.0%	5.0%	20
PRINCE EDWARD ISLAND	33.3%	66.7%	-	-	-	6
ATLANTIC AVERAGE	36.4%	45.5%	10.9%	5.4%	1.8%	55

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

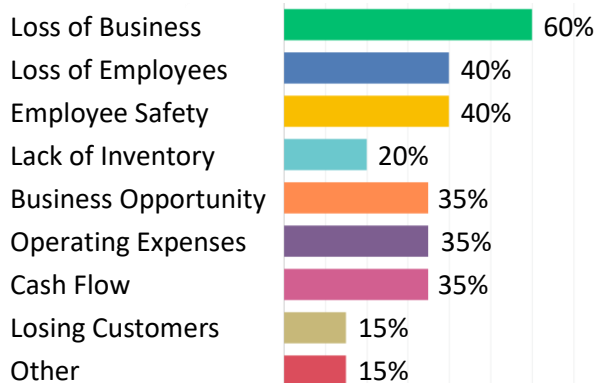
Newfoundland & Labrador



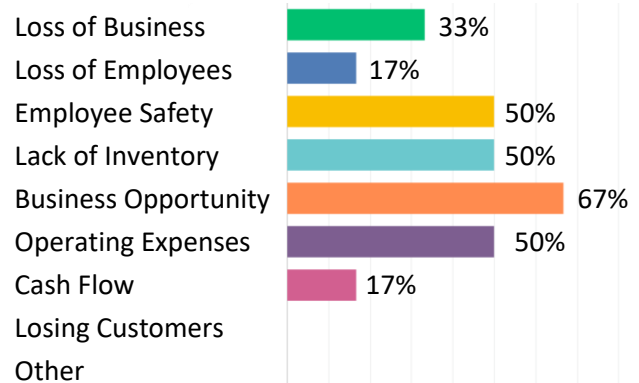
New Brunswick



Nova Scotia



Prince Edward Island



Other

- Would like to have seen a question asking how many employees you failed to hire for the building season.
- Not knowing if to purchase or not.
- Knowing what the new buying trends will be. How much discretionary income will be available?
- Mental health of employees.
- Customers having the resources to spend after the Pandemic.
- Keeping up with demand is extremely challenging at the moment.
- Once we get through the isolating restrictions, I fear the rate of speed that business returns to norm. Problems will include staff shortage and individuals who do not wish to return to work due to government incentives.
- Our competitors didn't put many restrictions in place and we fully closed our store front, so it was a challenge to keep our contractors.

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	26.7%	80.0%	40.0%	80.0%	-	15
NEW BRUNSWICK	60.0%	80.0%	60.0%	60.0%	-	15
NOVA SCOTIA	36.8%	57.9%	47.4%	79.0%	10.5%	19
PRINCE EDWARD ISLAND	66.7%	66.7%	50.0%	50.0%	-	6
ATLANTIC AVERAGE	43.6%	65.5%	49.1%	70.9%	3.6%	55

Other

- Limited number of people in the store.

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	13.3%	86.7%	15
NEW BRUNSWICK	26.7%	73.3%	15
NOVA SCOTIA	30.0%	70.0%	20
PRINCE EDWARD ISLAND	50.0%	50.0%	6
ATLANTIC AVERAGE	26.8%	73.2%	56

Other Response

- We are working on some kind of a bonus incentive.

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	50.0%	-	-	-	50.0%	2
NEW BRUNSWICK	-	100.0%	-	-	-	4
NOVA SCOTIA	-	50.0%	16.6%	16.6%	16.6%	6
PRINCE EDWARD ISLAND	-	-	50.0%	50.0%	-	2
ATLANTIC AVERAGE	7.1%	50.0%	14.3%	14.3%	14.3%	14

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

REGION	HIGHER	LOWER	SAME	NUMBER OF RESPONSES
NEWFOUNDLAND & LABRADOR	13.3%	40.0%	46.7%	15
NEW BRUNSWICK	33.3%	13.3%	53.4%	15
NOVA SCOTIA	47.4%	26.3%	26.3%	19
PRINCE EDWARD ISLAND	33.3%	33.3%	33.3%	6
ATLANTIC AVERAGE	32.7%	27.3%	40.0%	55

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

Response: Workplace Safety/Cleaning Checklist.

Question 17 Have you taken advantage of Canada's Emergency Wage Subsidy (CEWS) Program to assist with retaining staff?

REGION	No	Yes	NUMBER OF RESPONSES
NEWFOUNDLAND & LABRADOR	11.1%	88.9%	9
NEW BRUNSWICK	71.4%	28.6%	7
NOVA SCOTIA	20.0%	80.0%	10
PRINCE EDWARD ISLAND	33.3%	66.7%	4
ATLANTIC AVERAGE	26.7%	73.3%	30

Question 18 Are you aware of the Canada Emergency Business Account (CEBA) Loan (maximum up to \$40,000) that has the potential of up to a maximum \$10,000 forgiveness option (25% of loan amount) if paid back by December 2022?

REGION	No I am not aware	Yes I have applied for	Yes I am aware	NUMBER OF RESPONSES
NEWFOUNDLAND & LABRADOR	-	90.0%	10.0%	10
NEW BRUNSWICK	-	100.0%	-	12
NOVA SCOTIA	8.3%	91.7%	-	12
PRINCE EDWARD ISLAND	-	100.0%	-	3
ATLANTIC AVERAGE	2.7%	94.6%	2.7%	37

Comment: Do not qualify.

Question 19 Please express your level of optimism over the next four months.

REGION	EXCELLENT	GOOD	FAIR	POOR	NUMBER OF RESPONSES
NEWFOUNDLAND & LABRADOR	-	42.9%	35.7%	21.4%	14
NEW BRUNSWICK	6.7%	66.6%	20.0%	6.7%	15
NOVA SCOTIA	20.0%	20.0%	55.0%	5.0%	20
PRINCE EDWARD ISLAND	-	50.0%	50.0%	-	6
ATLANTIC AVERAGE	9.1%	41.8%	40.0%	9.1%	55

Question 20 What do you think government should do?

Newfoundland & Labrador Responses

- Start using our own oil and stop importing.
- No idea.
- What they should have donespent the 80 billion at the border and the airports and tested these travelers then and here with up to date results instead of trying to chase the virus around the country. It might be said that's easier said than done but what the hell is easy about the country's social distancing we have now?
- Open up gradually as the Pandemic subsides and monitor things.
- Government is responding well in this situation.

New Brunswick Responses

- They should not bail out businesses using tax havens.
- Need students or p/t for summer. No one wants to work due to all of the programs.
- I think our Governments at both levels have done a good job dealing with this situation given it is unique and we have never had a situation similar before.
- since no cases in NB. Keep border closed as much as possible. Ease on restrictions more since no cases in province.
- Continually learn and adjust to better lead country.
- Provincially-nothing else. Federally- too numerous to list.

Nova Scotia Responses

- They have done an excellent job both provincially and federally under the worst of circumstances.
- Stop giving out money like we can afford to - because we cannot!
- Revisit how the monies are distributed. I have called employees back and they refuse to come citing Covid-19, but in reality they sit home and get 2K???? Terrible. Government put it to business yet again.
- Stop giving away money so those that should be working, are working..... They can make more staying home.
- Essential does not mean anything if you have no business. Is Tim Hortons essential? Restrict travel including to Grocery stores.
- I believe if the government is going to open things up, they should start talking about what the date may be well in advance. Give the public some timeline on when wage subsidies are coming to a end, as long as ones wage subsidy is active most won't return. If it has a ending date then most will be looking in advance to secure what they had for a job prior too...
- Slow down the handouts.
- Take away subsidized income from those who do not have a legitimate reason not to work.
- Loan extensions and lower interest rates.

Prince Edward Island Responses

- Start opening things a little quicker in PEI.
- Offer some support to aid in cleaning and PPE cost. Extend the 10% reduction on Payroll program.
- Continue to police inter provincial borders. They should also be very diligent financially as it just seems they are throwing billions and billions at this pandemic in every fashion and it seems as if there is no shut off valve. I am assuming there has to be somewhere or our country will never come out of this.