307 Upstate NY CEOs, MOE +/- 5.6%

Q1. Which of the following industry categories be	est aescrib	es the ty	pe or bus	siness yo	our company	is engage							
				Regi	on		Emplo	yees		Revenue			
		Capital	Central	Finger	Southern	Western	50 or			\$2.5M -			
	Total	Region	NY	Lakes	Tier	NY	fewer	51+	<\$2.5M	\$10M	\$10M+		
Advertising/Marketing	3%	7%	0%	5%	3%	2%	4%	1%	2%	0%	6%		
Engineering and Construction	14%	17%	8%	5%	12%	17%	12%	16%	7%	14%	21%		
Food and Beverage	4%	0%	0%	11%	10%	0%	4%	4%	7%	4%	0%		
Financial	5%	10%	10%	9%	0%	0%	4%	8%	3%	4%	11%		
Legal/Accounting	4%	7%	8%	5%	1%	0%	2%	8%	1%	5%	6%		
Manufacturing	16%	10%	18%	20%	7%	24%	13%	21%	5%	28%	15%		
Medical	6%	4%	10%	5%	9%	7%	7%	6%	8%	4%	6%		
Non-profit	8%	7%	3%	5%	10%	10%	5%	14%	9%	9%	7%		
Retail	4%	10%	0%	2%	1%	5%	6%	1%	4%	6%	3%		
Service	15%	13%	15%	20%	19%	10%	17%	12%	27%	5%	12%		
Telecommunications/Technology	3%	0%	5%	2%	4%	5%	5%	0%	3%	5%	1%		
Wholesale, distribution and transportation	6%	4%	13%	5%	6%	10%	8%	4%	6%	9%	4%		
Other	10%	10%	10%	7%	16%	12%	13%	7%	16%	6%	7%		

Q2. Think about the impact of the COVID-19 crisis and the responses to it, including social distancing, business closings, layoffs and quarantines, are having on current business or economic conditions in New York State. How quickly do you think New York will recover to "pre-virus" revenue and employment levels?

				Regio	on		Emplo	yees		Revenue			Industry	
		Capital	Central	Finger	Southern	Western	50 or			\$2.5M -		Engineer/		
	Total	Region	NY	Lakes	Tier	NY	fewer	51+	<\$2.5M	\$10M	\$10M+	Construct	Manufact	Service
Within three months	6%	3%	5%	9%	9%	10%	8%	2%	6%	6%	3%	9%	4%	9%
More than 3 months, but less than 6 months	25%	31%	28%	27%	16%	29%	24%	28%	25%	31%	25%	35%	25%	20%
Until the end of 2020	24%	20%	28%	23%	31%	19%	23%	24%	27%	22%	23%	23%	25%	24%
Until the first quarter of 2021	17%	16%	8%	18%	16%	17%	18%	16%	18%	10%	23%	19%	17%	13%
Much longer than the first quarter of 2021	22%	24%	23%	20%	24%	24%	22%	22%	22%	24%	19%	7%	23%	26%
Don't know	6%	6%	8%	2%	4%	2%	4%	8%	3%	6%	6%	7%	6%	9%

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Q3. And thinking about the impact of the crisis on	your ind	ustry, ho	w quickly	-		ndustry he	1		will reco	ver to pr	e-crisis re	evenue and		t levels?
				Regio	on		Emplo	yees		Revenue			Industry	
		Capital	Central	Finger	Southern	Western	50 or			\$2.5M -		Engineer/		
	Total	Region	NY	Lakes	Tier	NY	fewer	51+	<\$2.5M	\$10M	\$10M+	Construct	Manufact	Service
Within three months	12%	11%	15%	16%	9%	19%	12%	12%	11%	12%	14%	14%	13%	15%
More than 3 months, but less than 6 months	24%	26%	26%	11%	21%	21%	22%	26%	23%	24%	26%	44%	19%	20%
Until the end of 2020	21%	14%	23%	30%	26%	24%	22%	21%	27%	19%	19%	7%	29%	13%
Until the first quarter of 2021	16%	24%	8%	25%	12%	12%	21%	11%	23%	14%	16%	16%	17%	15%
Much longer than the first quarter of 2021	20%	19%	26%	16%	28%	17%	18%	24%	14%	24%	22%	14%	17%	30%
Don't know	6%	6%	3%	2%	4%	7%	5%	6%	2%	6%	3%	5%	6%	7%

Q4. And now thinking specifically about your business, how quickly do you think your business here in New York will recover to pre-crisis revenue and employment levels, or has your business not suffered any effects at this time from the COVID-19 crisis?

			•	Regio	on		Emplo	yees		Revenue	•		Industry	
		Capital	Central	Finger	Southern	Western	50 or			\$2.5M -		Engineer/		
	Total	Region	NY	Lakes	Tier	NY	fewer	51+	<\$2.5M	\$10M	\$10M+	Construct	Manufact	Service
Within three months	10%	9%	15%	14%	4%	12%	8%	13%	6%	14%	8%	19%	15%	9%
More than 3 months, but less than 6 months	25%	24%	26%	14%	26%	33%	26%	23%	25%	35%	22%	28%	27%	26%
Until the end of 2020	20%	21%	21%	25%	21%	12%	20%	19%	26%	8%	23%	14%	19%	20%
Until the first quarter of 2021	18%	19%	15%	20%	21%	17%	21%	14%	23%	15%	18%	21%	15%	13%
Much longer than the first quarter of 2021	17%	20%	15%	14%	24%	14%	16%	19%	13%	21%	19%	14%	10%	26%
Have not suffered any effects at this time	5%	4%	5%	9%	1%	5%	4%	8%	4%	3%	7%	2%	8%	0%
Don't know	5%	3%	3%	5%	3%	7%	5%	4%	3%	5%	2%	2%	6%	7%

Q5. Compared to the expectations that you had for revenue as 2020 began, do you now expect your revenue for 2020 to be significantly less than you had projected, somewhat less, about the same, somewhat more than you had projected or significantly more than you had projected?

				Regi	on		Emplo	yees		Revenue			Industry	
		Capital	Central	Finger	Southern	Western	50 or			\$2.5M -		Engineer/		
	Total	Region	NY	Lakes	Tier	NY	fewer	51+	<\$2.5M	\$10M	\$10M+	Construct	Manufact	Service
Significantly less	57%	56%	56%	55%	68%	60%	61%	51%	70%	50%	48%	33%	50%	65%
Somewhat less	32%	31%	38%	36%	25%	24%	30%	35%	23%	38%	37%	53%	33%	26%
About the same	8%	11%	5%	5%	4%	10%	7%	10%	5%	6%	13%	9%	15%	7%
Somewhat more	2%	0%	0%	5%	1%	5%	2%	2%	2%	1%	2%	0%	0%	2%
Significantly more	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
Don't know	2%	1%	0%	0%	1%	2%	1%	2%	0%	4%	0%	5%	2%	0%

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Q6. And your profits, compared to the expectations that you had for profits as 2020 began, do you now expect your profits for 2020 to be significantly less than you had projected, somewhat less, about the same, somewhat more than you had projected or significantly more than you had projected?

				Regio	on		Emplo	yees		Revenue			Industry	
		Capital	Central	Finger	Southern	Western	50 or			\$2.5M -		Engineer/		
	Total	Region	NY	Lakes	Tier	NY	fewer	51+	<\$2.5M	\$10M	\$10M+	Construct	Manufact	Service
Significantly less	60%	57%	62%	59%	69%	55%	64%	54%	68%	58%	54%	40%	54%	70%
Somewhat less	27%	26%	28%	30%	22%	31%	26%	28%	24%	26%	32%	49%	33%	20%
About the same	9%	14%	5%	5%	6%	7%	8%	10%	7%	10%	9%	9%	8%	9%
Somewhat more	1%	0%	0%	2%	0%	5%	1%	2%	0%	0%	2%	0%	0%	0%
Significantly more	0%	0%	0%	2%	0%	0%	0%	1%	0%	1%	0%	0%	2%	0%
Don't know	3%	3%	5%	2%	3%	2%	2%	5%	1%	5%	3%	2%	2%	2%

Q7. Despite the uncertainty of the current business climate, again compared to your plans for 2020 prior to the COVID-19 crisis, do you now plan to invest in fixed assets at a greater rate than you had planned, at the same rate as you had planned or have you lessened your plans to invest in fixed assets for 2020?

				Regio	on		Emplo	yees		Revenue			Industry	
		Capital	Central	Finger	Southern	Western	50 or			\$2.5M -		Engineer/		
	Total	Region	NY	Lakes	Tier	NY	fewer	51+	<\$2.5M	\$10M	\$10M+	Construct	Manufact	Service
Greater rate	2%	3%	0%	2%	1%	5%	2%	2%	3%	1%	2%	5%	2%	2%
Same rate	22%	27%	23%	20%	19%	17%	24%	19%	20%	21%	25%	26%	19%	15%
Lessened rate	58%	57%	59%	57%	62%	52%	59%	56%	61%	59%	59%	56%	63%	63%
Don't know	18%	13%	18%	20%	18%	26%	15%	22%	16%	19%	14%	14%	17%	20%

Q8. Thinking about your workforce, have you added employees in order to address your business' needs since the COVID-19 crisis started, do you currently have about the same number of employees, or do you have fewer employees than you had prior to the COVID-19 crisis?

				Regio	on		Emplo	yees		Revenue			Industry	
		Capital	Central	Finger	Southern	Western	50 or			\$2.5M -		Engineer/		
	Total	Region	NY	Lakes	Tier	NY	fewer	51+	<\$2.5M	\$10M	\$10M+	Construct	Manufact	Service
Added employees	3%	6%	3%	2%	1%	5%	2%	6%	0%	3%	5%	5%	2%	0%
Same number of employees	52%	56%	59%	57%	46%	45%	54%	52%	52%	53%	58%	42%	50%	48%
Fewer employees	41%	37%	38%	41%	47%	50%	43%	40%	45%	42%	37%	51%	44%	48%
Don't know	3%	1%	0%	0%	6%	0%	2%	2%	3%	3%	0%	2%	4%	4%

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				Regi	on		Emplo	Nees		Revenue			Industry	
		Capital	Central	Finger		Western	50 or	7,003		\$2.5M -	I	Engineer/	linaustry	1
	Total	Region	NY	Lakes	Tier	NY	fewer	51+	<\$2.5M	\$2.5W	\$10M+	Construct	Manufact	Service
Yes	69%	66%	72%	75%	65%	79%	63%	83%	58%	74%	79%	63%	90%	50%
No .	28%	31%	26%	25%	34%	21%	35%	17%	39%	26%	21%	35%	8%	46%
Don't know	28%	3%	3%	0%	1%	0%	2%	0%	3%	0%	0%	2%	2%	46%
Don't know	2%	3%	3%	0%	170	0%	270	0%	3%	0%	0%	270	2%	4%
For each of the following actions that some	businesses hav	e taken o	or anticip	ı ate takiı	ng, indicate	uhether yo	ou have	or hav	e not take	n this act	l tion. [Q1	L 0-Q20 ROT <i>A</i>	TED]	
10. Closing a location or more than one location	tion.	_												
				Regi			Emplo	yees		Revenue			Industry	
		Capital	Central	Finger	Southern	Western	50 or			\$2.5M -		Engineer/		
	Total	Region	NY	Lakes	Tier	NY	fewer	51+	<\$2.5M	\$10M	\$10M+	Construct		
Have taken this action	23%	26%	13%	23%	24%	21%	22%	27%	25%	24%	23%	19%	13%	33%
Have NOT taken this action	73%	70%	87%	77%	75%	79%	77%	71%	74%	74%	76%	70%	83%	65%
Don't know	4%	4%	0%	0%	1%	0%	1%	2%	1%	1%	1%	12%	4%	2%
Q11. Laying off employees.														
				Regi	on		Emplo	yees		Revenue			Industry	
		Capital	Central	Finger	Southern	Western	50 or			\$2.5M -		Engineer/		
	Total	Region	NY	Lakes	Tier	NY	fewer	51+	<\$2.5M	\$10M	\$10M+	Construct	Manufact	Service
Have taken this action	40%	37%	38%	36%	43%	57%	43%	38%	46%	45%	32%	49%	50%	46%
Have NOT taken this action	56%	60%	62%	64%	54%	43%	55%	62%	51%	55%	68%	37%	48%	50%
Don't know	3%	3%	0%	0%	3%	0%	2%	0%	3%	0%	0%	14%	2%	4%
		<u> </u>												
Q12. Expanding to address new crisis-related	d business opp	ortunitie T	s.	Doo:			- Francis		1	Da		1	La alcontro	
		Conital	Central	Regi		Western	Emplo 50 or	yees		Revenue \$2.5M -	<u> </u>	Fuginosy/	Industry	1
	Total	Capital Region	NY	Finger Lakes	Tier	NY	fewer	51+	<\$2.5M	\$2.5W - \$10M	\$10M+	Engineer/ Construct	Manufact	Service
Have taken this action	20%	17%	21%	23%	29%	12%	17%	28%	22%	19%	24%	16%	21%	28%
Have NOT taken this action	74%	80%	77%	70%	68%	86%	81%	67%	77%	77%	72%	70%	77%	67%
Don't know	5%	3%	3%	7%	3%	2%	2%	5%	1%	4%	4%	14%	2%	4%

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				Regio	าท		Emplo	NAAS		Revenue			Industry	
		Canital	Central			Western	50 or	yees		\$2.5M -		Engineer/	liidustiy	
	T-4-1	Capital		_	Tier	NY		F4.	-62 FRA	•	64004.	Engineer/		C
Harris Andrew Abde a salaw	Total	Region	NY	Lakes			fewer	51+	<\$2.5M	\$10M	\$10M+	Construct	Manufact	
Have taken this action	43%	41%	36%	43%	51%	33%	38%	56%	42%	41%	53%	47%	33%	39%
Have NOT taken this action	51%	54%	59%	52%	44%	64%	58%	42%	53%	59%	43%	42%	63%	52%
Don't know	6%	4%	5%	5%	4%	2%	4%	2%	5%	0%	4%	12%	4%	9%
Q14. Having members of your workforce	e work from home													
				Regio	on		Emplo	yees		Revenue			Industry	
		Capital	Central	Finger	Southern	Western	50 or			\$2.5M -		Engineer/		
	Total	Region	NY	Lakes	Tier	NY	fewer	51+	<\$2.5M	\$10M	\$10M+	Construct	Manufact	Service
Have taken this action	77%	89%	77%	82%	60%	86%	74%	91%	67%	82%	92%	79%	83%	72%
Have NOT taken this action	20%	9%	23%	18%	38%	14%	26%	8%	33%	18%	8%	9%	15%	26%
Don't know	3%	3%	0%	0%	1%	0%	0%	1%	0%	0%	0%	12%	2%	2%
Q15. Postponing or cancelling new initia	atives.													
				Regio			Emplo	yees		Revenue			Industry	
		Capital	Central	Finger	Southern	Western	50 or			\$2.5M -		Engineer/		
1	Total	Region	NY	Lakes	Tier	NY	fewer	51+	<\$2.5M	\$10M	\$10M+	Construct	Manufact	Service
Have taken this action	64%	63%	62%	70%	66%	62%	63%	73%	70%	64%	68%	56%	54%	59%
Have NOT taken this action	31%	34%	38%	27%	29%	38%	34%	27%	26%	35%	31%	35%	42%	39%
ilave IVOT takell tills activit								00/	40/	1%	1%	9%	4%	2%
Don't know	4%	3%	0%	2%	4%	0%	3%	0%	4%	170	1/0	370		
Don't know						0%	3%	0%	4%	170	170	370		
Don't know				om the	spread of th	0%					1/0			
		ır staff oı	clients f	rom the Regio	spread of th	0% ne virus.	Emplo			Revenue	170		Industry	
Don't know	iness to protect you	r staff or	clients for Central	rom the Regio	spread of thon on Southern	0% ne virus. Western	Emplo 50 or	yees		Revenue \$2.5M -		Engineer/		Samiss
Don't know Q16. Taking specific actions in your busi	iness to protect you	r staff or Capital Region	Central	rom the Region Finger Lakes	spread of th on Southern Tier	0% ne virus. Western NY	Emplo 50 or fewer	oyees 51+	<\$2.5M	Revenue \$2.5M - \$10M	\$10M+	Engineer/ Construct	Manufact	
Don't know  Q16. Taking specific actions in your busi  Have taken this action	Total	Capital Region	Central NY 100%	rom the Region Finger Lakes	spread of th on Southern Tier 93%	0% ne virus. Western NY 98%	Emplo 50 or fewer 96%	51+ 99%	< <b>\$2.5M</b> 95%	Revenue \$2.5M - \$10M 99%	<b>\$10M+</b> 98%	Engineer/ Construct 88%	Manufact 96%	91%
Don't know	iness to protect you	r staff or Capital Region	Central	rom the Region Finger Lakes	spread of th on Southern Tier	0% ne virus. Western NY	Emplo 50 or fewer	oyees 51+	<\$2.5M	Revenue \$2.5M - \$10M	\$10M+	Engineer/ Construct	Manufact	

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				Regio	on		Emplo	vees		Revenue	·		Industry	
		Capital	Central	Finger	Southern	Western	50 or			\$2.5M -		Engineer/		
	Total	Region	NY	Lakes	Tier	NY	fewer	51+	<\$2.5M	•	\$10M+		Manufact	Service
Have taken this action	26%	20%	18%	45%	25%	31%	28%	24%	32%	26%	25%	7%	15%	39%
Have NOT taken this action	69%	77%	79%	55%	71%	67%	70%	72%	65%	73%	74%	81%	77%	57%
Don't know	5%	3%	3%	0%	4%	2%	2%	4%	3%	1%	1%	12%	8%	4%
Q18. Adding new products or services to	what you offer to	your cus	l stomers/c	lients.										
у при	1	[	•	Regio	on		Emplo	yees		Revenue			Industry	
		Capital	Central	Finger	Southern	Western	50 or			\$2.5M -		Engineer/		
	Total	Region	NY	Lakes	Tier	NY	fewer	51+	<\$2.5M	\$10M	\$10M+	Construct	Manufact	Service
Have taken this action	33%	17%	31%	34%	47%	40%	31%	40%	37%	31%	36%	19%	13%	28%
Have NOT taken this action	62%	80%	64%	66%	49%	60%	67%	57%	61%	67%	62%	67%	81%	70%
									201	201	201	4.40/	60/	20/
Don't know	5%	3%	5%	0%	4%	0%	2%	3%	2%	3%	2%	14%	6%	2%
Don't know Q19. Contacting suppliers, landlord(s), o							2%	3%	2%	3%	2%	14%	6%	2%
					elay paymen		Emplo			3% Revenue	2%		Industry	2%
			ıt your ne	ed to de	elay paymen						2%			2%
		ons abou	ıt your ne	ed to de	elay paymen	ts.	Emplo			Revenue \$2.5M -	\$10M+	Engineer/	Industry	
	r financial instituti	ons abou Capital	it your ne	ed to de Regio	elay paymen on Southern	ts.	Emplo 50 or	yees		Revenue \$2.5M -		Engineer/	Industry	
Q19. Contacting suppliers, landlord(s), o	r financial instituti	ons abou Capital Region	central	ed to de Region Finger Lakes	elay paymen on Southern Tier	ts. Western NY	Emplo 50 or fewer	oyees 51+	<\$2.5M	Revenue \$2.5M - \$10M	\$10M+	Engineer/ Construct	Industry Manufact	Service
Q19. Contacting suppliers, landlord(s), o  Have taken this action	r financial instituti  Total  28%	ons abou Capital Region	Central NY 38%	red to de Regio Finger Lakes	elay paymen on Southern Tier 28%	Western NY 31%	Emplo 50 or fewer 31%	51+ 25%	< <b>\$2.5M</b> 35%	Revenue \$2.5M - \$10M 27%	\$10M+ 27%	Engineer/ Construct 23%	Industry Manufact 23%	Service 39%
Q19. Contacting suppliers, landlord(s), o  Have taken this action  Have NOT taken this action  Don't know	Total 28% 68% 4%	Capital Region 19% 80% 1%	Central NY 38% 59% 3%	Finger Lakes 41% 57% 2%	Southern Tier 28% 69%	Western NY 31% 67%	Emplo 50 or fewer 31% 68%	51+ 25% 72%	<\$2.5M 35% 64%	Revenue \$2.5M - \$10M 27% 73%	\$10M+ 27% 73%	Engineer/ Construct 23% 67%	Industry Manufact 23% 73%	<b>Service</b> 39% 54%
Q19. Contacting suppliers, landlord(s), o  Have taken this action  Have NOT taken this action	Total 28% 68% 4%	Capital Region 19% 80% 1%	Central NY 38% 59% 3%	Finger Lakes 41% 57% 2% censes.	Play payment on Southern Tier 28% 69% 3%	Western NY 31% 67%	Emplo 50 or fewer 31% 68% 1%	51+ 25% 72% 3%	<\$2.5M 35% 64% 1%	Revenue \$2.5M - \$10M 27% 73%	\$10M+ 27% 73%	Engineer/ Construct 23% 67% 9%	Industry  Manufact 23% 73% 4%	<b>Service</b> 39% 54%
Q19. Contacting suppliers, landlord(s), o  Have taken this action  Have NOT taken this action  Don't know	Total 28% 68% 4%	Capital Region 19% 80% 1%	Central NY 38% 59% 3% agoing exp	Finger Lakes 41% 57% 2% Denses. Region	Play payment on Southern Tier 28% 69% 3%	Western NY 31% 67%	Emplo 50 or fewer 31% 68%	51+ 25% 72% 3%	<\$2.5M 35% 64% 1%	Revenue \$2.5M - \$10M 27% 73% 0%	\$10M+ 27% 73%	Engineer/ Construct 23% 67% 9%	Industry Manufact 23% 73%	<b>Service</b> 39% 54%
Q19. Contacting suppliers, landlord(s), o  Have taken this action  Have NOT taken this action  Don't know	Total 28% 68% 4%	Capital Region 19% 80% 1%	Central NY 38% 59% 3%	Finger Lakes 41% 57% 2% Denses. Region	elay paymenton Southern Tier 28% 69% 3%	Western NY 31% 67% 2%	Emplo 50 or fewer 31% 68% 1%	51+ 25% 72% 3%	<\$2.5M 35% 64% 1%	Revenue \$2.5M - \$10M 27% 73% 0% Revenue \$2.5M -	\$10M+ 27% 73%	Engineer/ Construct 23% 67% 9%	Industry  Manufact 23% 73% 4%	Service 39% 54% 7%
Q19. Contacting suppliers, landlord(s), o  Have taken this action  Have NOT taken this action  Don't know	Total 28% 68% 4% tutions in order to	Capital Region 19% 80% 1% meet on	Central NY 38% 59% 3% going exp	Finger Lakes 41% 57% 2% Denses. Regio	Southern 28% 69% 3% Southern Southern	western NY 31% 67% 2%  Western	Emplo 50 or fewer 31% 68% 1% Emplo 50 or	51+ 25% 72% 3%	<\$2.5M 35% 64% 1%	Revenue \$2.5M - \$10M 27% 73% 0% Revenue \$2.5M -	\$10M+ 27% 73% 0%	Engineer/ Construct 23% 67% 9%	Industry  Manufact 23% 73% 4%  Industry	<b>Service</b> 39% 54% 7%
Q19. Contacting suppliers, landlord(s), o  Have taken this action  Have NOT taken this action  Don't know  Q20. Borrow funding from financial insti	Total 28% 68% 4% tutions in order to	Capital Region 19% 80% 1% Capital Region	Central NY 38% 59% 3% going exp	Finger Lakes 41% 57% 2% censes. Regic	elay paymenton  Southern  Tier  28%  69%  3%  on  Southern  Tier	Western NY 31% 67% 2%  Western NY	Emplo 50 or fewer 31% 68% 1% Emplo 50 or fewer	51+ 25% 72% 3% oyees 51+	<\$2.5M 35% 64% 1% <\$2.5M	Revenue \$2.5M - \$10M 27% 73% 0% Revenue \$2.5M - \$10M	\$10M+ 27% 73% 0% \$10M+	Engineer/ Construct 23% 67% 9% Engineer/ Construct	Industry  Manufact 23% 73% 4%  Industry  Manufact	Service 39% 54% 7% Service

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307 Upstate NY CEOs, MOE +/- 5.6%

(If have not taken specific action in Q10-Q	20) Do you antici	pate taki	ing this a	ction in	the near fut	ure, that is,	, betwee	en now	and Aug	ust 1?				
Q21A. Closing a location or more than one	location.	-	_						_					
				Regio	on		Emplo	yees		Revenue			Industry	
		Capital	Central	Finger	Southern	Western	50 or			\$2.5M -		Engineer/		
	Total	Region	NY	Lakes	Tier	NY	fewer	51+	<\$2.5M	\$10M	\$10M+	Construct	Manufact	Service
Yes	4%	4%	9%	0%	4%	0%	3%	5%	5%	0%	4%	3%	2%	3%
No	88%	87%	79%	94%	87%	94%	87%	89%	84%	93%	90%	87%	93%	93%
Don't know	9%	10%	12%	6%	10%	6%	10%	5%	11%	7%	5%	10%	5%	3%
Q21B. Laying off employees.														
, , ,				Regio	on		Emplo	yees		Revenue			Industry	
		Capital	Central	Finger	Southern	Western	50 or			\$2.5M -		Engineer/		
	Total	Region	NY	Lakes	Tier	NY	fewer	51+	<\$2.5M	\$10M	\$10M+	Construct	Manufact	Service
Yes	14%	5%	21%	14%	18%	6%	13%	14%	10%	19%	14%	6%	17%	21%
No	65%	70%	58%	71%	64%	67%	70%	58%	71%	63%	62%	61%	65%	63%
Don't know	22%	25%	21%	14%	18%	28%	17%	28%	19%	19%	25%	33%	17%	17%
Q21C. Expanding to address new crisis-rela	ated business on	 portuniti	es.											
				Regio	on		Emplo	oyees		Revenue			Industry	
		Capital	Central	Finger		Western	50 or			\$2.5M -		Engineer/	-	
	Total	Region	NY	Lakes	Tier	NY	fewer	51+	<\$2.5M	\$10M	\$10M+	Construct	Manufact	Service
Yes	10%	9%	0%	18%	17%	5%	10%	12%	7%	13%	14%	19%	3%	9%
No	78%	78%	87%	76%	71%	86%	79%	77%	82%	78%	75%	69%	86%	78%
Don't know	11%	14%	13%	6%	13%	8%	11%	11%	12%	10%	11%	13%	11%	13%
Q21D. Offering to donate goods or service	s to others to ad	dress CO	VID-19 cr	isis need	  s.									<u> </u>
		1		Regio			Emplo	ovees		Revenue			Industry	
		Capital	Central	Finger		Western	50 or			\$2.5M -		Engineer/	,	
	Total	Region	NY	Lakes	Tier	NY	fewer	51+	<\$2.5M	\$10M	\$10M+	Construct	Manufact	Service
Yes	16%	12%	20%	24%	9%	14%	12%	24%	16%	15%	16%	5%	16%	30%
No	61%	71%	60%	56%	61%	57%	64%	53%	61%	65%	60%	63%	58%	48%
Don't know	23%	17%	20%	20%	30%	29%	24%	22%	23%	20%	24%	32%	26%	22%
l .														

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307 Upstate NY CEOs, MOE +/- 5.6%

Q21E. Having members of your w			Region					yees	Revenue			Industry		
		Capital	Central		Southern	Western	50 or	yees		\$2.5M -		Engineer/	industry	
	Total	Region	NY	Lakes	Tier	NY	fewer	51+	<\$2.5M	\$2.5W	\$10M+	Construct	Manufact	Service
Yes	5%	0%	0%	13%	0%	17%	0%	22%	3%	0%	13%	0%	0%	8%
No	86%	63%	100%	88%	93%	67%	92%	78%	91%	93%	75%	80%	100%	92%
Don't know	10%	38%	0%	0%	7%	17%	8%	0%	6%	7%	13%	20%	0%	0%
Q21F. Postponing or cancelling n	ew initiatives													
Q21111 ostpolinig of concerning in	- Inductives.			Regio	on		Emplo	vees		Revenue			Industry	
		Capital	Central	Finger	Southern	Western	50 or			\$2.5M -		Engineer/		
	Total	Region	NY	Lakes	Tier	NY	fewer	51+	<\$2.5M	\$10M	\$10M+	Construct	Manufact	Service
Yes	18%	15%	27%	15%	13%	19%	17%	18%	17%	21%	17%	27%	24%	28%
No	60%	50%	53%	69%	70%	63%	59%	68%	62%	57%	67%	53%	62%	50%
			/				2001	4.40/	240/	210/	17%	200/	14%	22%
Don't know	22%	35%	20%	15%	17%	19%	23%	14%	21%	21%	1/70	20%	1470	2270
Don't know  Q21G. Taking specific actions in y							23%	14%	21%	21%	1770	20%	14%	2270
					e spread of		Emplo			Revenue	1776	20%	Industry	2270
			or clients	from th	e spread of						1770	Engineer/		2270
		our staff	or clients	from th	e spread of	the virus.	Emplo			Revenue \$2.5M -	\$10M+	Engineer/		
	our business to protect ye	our staff Capital	or clients Central	from th Regio	e spread of on Southern	the virus.	Emplo 50 or	yees		Revenue \$2.5M -		Engineer/	Industry	
Q21G. Taking specific actions in y	our business to protect yo	cur staff Capital Region	or clients Central NY	from th Region Finger Lakes	e spread of on Southern Tier	the virus.  Western	Emplo 50 or fewer	oyees 51+	<\$2.5M	Revenue \$2.5M - \$10M	\$10M+	Engineer/ Construct	Industry Manufact	Service
Q21G. Taking specific actions in y	our business to protect ye	Capital Region	Central NY 0%	from th Region Finger Lakes	e spread of on Southern Tier 40%	Western NY 100%	Emplo 50 or fewer 63%	51+ 100%	<\$2.5M 40%	Revenue \$2.5M - \$10M 100%	\$10M+ 100%	Engineer/ Construct	Industry  Manufact 100%	Service 67%
Q21G. Taking specific actions in y Yes No	Total 64% 27%	Capital Region 67%	Central NY 0% 0%	from th Region Finger Lakes 0%	e spread of on Southern Tier 40% 60%	Western NY 100% 0%	Emplo 50 or fewer 63% 38%	51+ 100% 0%	<\$2.5M 40% 60%	Revenue \$2.5M - \$10M 100% 0%	\$10M+ 100% 0%	Engineer/ Construct 100% 0%	Industry  Manufact  100%  0%	<b>Service</b> 67% 33%
Q21G. Taking specific actions in y Yes No	Total 64% 27% 9%	Capital Region 67% 0% 33%	Central NY 0% 0%	from th Region Finger Lakes 0%	e spread of on Southern Tier 40% 60%	Western NY 100% 0%	Emplo 50 or fewer 63% 38%	51+ 100% 0%	<\$2.5M 40% 60%	Revenue \$2.5M - \$10M 100% 0%	\$10M+ 100% 0%	Engineer/ Construct 100% 0%	Industry  Manufact  100%  0%	<b>Service</b> 67% 33%
Q21G. Taking specific actions in y  Yes  No  Don't know	Total 64% 27% 9%	Capital Region 67% 0% 33%	Central NY 0% 0% 0%	from th Region Finger Lakes 0% 0%	e spread of on Southern Tier 40% 60% 0%	Western NY 100% 0%	Emplo 50 or fewer 63% 38% 0%	51+ 100% 0% 0%	<\$2.5M 40% 60% 0%	Revenue \$2.5M - \$10M 100% 0% 0%	\$10M+ 100% 0%	Engineer/ Construct 100% 0%	Industry  Manufact  100%  0%	<b>Service</b> 67% 33%
Q21G. Taking specific actions in y  Yes  No  Don't know	Total 64% 27% 9% ial deals to customers/clie	Capital Region 67% 0% 33% ents.	Central NY 0% 0% 0%	from the Region Finger Lakes 0% 0% 0% 0% Finger Region Finger	e spread of on  Southern Tier 40% 60% 0%  On  Southern	western NY 100% 0% 0% Western	Emplo 50 or fewer 63% 38% 0% Emplo 50 or	51+ 100% 0% 0%	<\$2.5M 40% 60% 0%	Revenue \$2.5M - \$10M 100% 0% 0% Revenue \$2.5M -	\$10M+ 100% 0% 0%	Engineer/ Construct 100% 0% 0%	Industry  Manufact  100%  0%  0%  Industry	Service 67% 33% 0%
Q21G. Taking specific actions in y Yes No Don't know Q21H. Offering discounts or spec	Total 64% 27% 9% ial deals to customers/clie	Capital Region 67% 0% 33% ents.	Central NY 0% 0% 0% Central NY	Finger Lakes 0% 0% 0% Regio	e spread of son  Southern Tier 40% 60% 0%  Southern Tier  Southern Tier	Western NY 100% 0% 0% Western NY	Emplo 50 or fewer 63% 38% 0% Emplo 50 or fewer	51+ 100% 0% 0% 0yees 51+	<\$2.5M 40% 60% 0% <\$2.5M	Revenue \$2.5M - \$10M 100% 0% 0% Revenue \$2.5M - \$10M	\$10M+ 100% 0% 0% \$10M+	Engineer/ Construct 100% 0% 0% Engineer/ Construct	Industry  Manufact  100%  0%  0%  Industry  Manufact	Service 67% 33% 0%
Q21G. Taking specific actions in y Yes No Don't know Q21H. Offering discounts or spec	Total 64% 27% 9% ial deals to customers/clie	Capital Region 67% 0% 33% ents. Capital Region 11%	Central NY 0% 0% 0% Central NY 16%	Finger Lakes 0% 0% 0% Regio Finger Lakes	e spread of on  Southern Tier 40% 60% 0%  on  Southern Tier 16%	Western NY 100% 0% 0% Western NY 14%	Emplo 50 or fewer 63% 38% 0% Emplo 50 or fewer 18%	51+ 100% 0% 0% 0% pyees 51+ 9%	<\$2.5M 40% 60% 0% <\$2.5M 21%	Revenue \$2.5M - \$10M 100% 0% 0% Revenue \$2.5M - \$10M 17%	\$10M+ 100% 0% 0% \$10M+ 10%	Engineer/ Construct 100% 0% 0%  Engineer/ Construct 8%	Industry  Manufact  100%  0%  0%  Industry  Manufact  13%	Service 67% 33% 0% Service 26%
Q21G. Taking specific actions in y Yes No Don't know Q21H. Offering discounts or spec	Total 64% 27% 9% ial deals to customers/clie	Capital Region 67% 0% 33% ents.	Central NY 0% 0% 0% Central NY	Finger Lakes 0% 0% 0% Regio	e spread of son  Southern Tier 40% 60% 0%  Southern Tier  Southern Tier	Western NY 100% 0% 0% Western NY	Emplo 50 or fewer 63% 38% 0% Emplo 50 or fewer	51+ 100% 0% 0% 0yees 51+	<\$2.5M 40% 60% 0% <\$2.5M	Revenue \$2.5M - \$10M 100% 0% 0% Revenue \$2.5M - \$10M	\$10M+ 100% 0% 0% \$10M+	Engineer/ Construct 100% 0% 0% Engineer/ Construct	Industry  Manufact  100%  0%  0%  Industry  Manufact	Service 67% 33% 0%

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307 Upstate NY CEOs, MOE +/- 5.6%

Q21I. Adding new products or services to what	<u> </u>	T	-				Francis.			Davanis			I m al a t m .	
				Regi		I	Emplo	yees		Revenue	I		Industry	Т
		Capital				Western	50 or			\$2.5M -		Engineer/		
	Total	Region	NY	Lakes	Tier	NY	fewer	51+	<\$2.5M		\$10M+	Construct	Manufact	Service
Yes	20%	21%	19%	14%	28%	12%	22%	16%	25%	22%	16%	16%	17%	19%
No	69%	64%	74%	79%	58%	80%	68%	71%	62%	72%	69%	68%	73%	66%
Don't know	11%	16%	7%	7%	14%	8%	10%	13%	13%	6%	15%	16%	10%	16%
Q21J. Contacting suppliers, landlord(s), or finan	 cial institut	ions abo	l ut your n	<u>l</u> eed to d	elay payme	l nts.	<u> </u>							<u> </u>
3 11				Regi			Emplo	yees		Revenue			Industry	
		Capital	Central		Southern	Western	50 or			\$2.5M -		Engineer/		
	Total	Region	NY	Lakes	Tier	NY	fewer	51+	<\$2.5M	\$10M	\$10M+	Construct	Manufact	Service
Yes	13%	9%	4%	12%	14%	24%	16%	10%	21%	12%	9%	14%	8%	11%
No	68%	74%	67%	85%	63%	55%	66%	73%	60%	63%	80%	55%	75%	67%
Don't know	18%	18%	29%	4%	22%	21%	18%	17%	19%	25%	12%	31%	17%	22%
Q21K. Borrow funding from financial institution	s in order t	o meet o	ngoing e	 xpenses	<u> </u>									<u> </u>
9				Regi	on		Emplo	yees		Revenue			Industry	
		Capital	Central	Finger	Southern	Western	50 or			\$2.5M -		Engineer/		
	Total	Region	NY	Lakes	Tier	NY	fewer	51+	<\$2.5M	\$10M	\$10M+	Construct	Manufact	Service
Yes	25%	14%	31%	30%	27%	38%	34%	14%	36%	25%	16%	21%	25%	22%
No	54%	63%	44%	65%	55%	38%	51%	60%	43%	56%	65%	42%	54%	61%
Don't know	21%	23%	25%	5%	18%	24%	15%	26%	21%	19%	20%	37%	21%	17%
Q22. Have you received notification from client	s that they	will have	difficulty	, naving	you on time	2								<u> </u>
Q22. Have you received notification from elient	- Indictincy	1	annearcy	Regi	•	•	Emplo	NAAS		Revenue			Industry	
		Capital	Central			Western	50 or			\$2.5M -		Engineer/	inaustry	1
	Total	Region	NY	Lakes	Tier	NY	fewer	51+	<\$2.5M	l .	\$10M+		Manufact	Service
Yes	44%	51%	49%	57%	31%	36%	44%	49%	34%	46%	58%	33%	46%	41%
No	48%	44%	41%	41%	65%	57%	51%	44%	58%	51%	38%	58%	44%	50%
		1				•		_						
Don't know	8%	4%	10%	2%	4%	7%	5%	8%	8%	3%	4%	9%	10%	9%

CEOCV19 Crosstabs 9 of 14

307 Upstate NY CEOs, MOE +/- 5.6%

	of New \				_		1		1				Industry	
				Regio	_	I	Emplo	yees		Revenue	1		Industry	1
		Capital	Central	_	Southern	Western	50 or			\$2.5M -		Engineer/		
	Total	Region	NY	Lakes	Tier	NY	fewer	51+	<\$2.5M	\$10M	\$10M+	Construct	Manufact	Service
Very confident	8%	6%	10%	16%	7%	2%	10%	5%	15%	6%	4%	0%	6%	15%
Somewhat confident	38%	31%	38%	36%	41%	38%	34%	47%	37%	37%	37%	37%	31%	37%
Not too confident	29%	30%	36%	25%	24%	40%	31%	28%	25%	37%	31%	33%	35%	20%
Not at all confident	21%	31%	13%	23%	25%	17%	23%	19%	21%	17%	28%	21%	25%	22%
Don't know	4%	1%	3%	0%	3%	2%	2%	1%	2%	3%	0%	9%	2%	7%
Q24. How confident are you that the federal gove	ernment v	l vill take a	ppropria	l ite steps	to assist Ne	w York bu	l sinesses	to wea	l ather this	COVID-1	l 9 crisis?			
				Regi	on		Emplo	oyees		Revenue			Industry	
		Capital	Central	Finger	Southern	Western	50 or			\$2.5M -		Engineer/		
	Total	Region	NY	Lakes	Tier	NY	fewer	51+	<\$2.5M	\$10M	\$10M+	Construct	Manufact	Service
Very confident	14%	16%	18%	18%	9%	12%	12%	17%	10%	15%	19%	12%	15%	13%
Somewhat confident	45%	40%	49%	52%	43%	52%	46%	45%	41%	49%	46%	47%	44%	43%
Not too confident	25%	30%	10%	18%	32%	24%	26%	26%	30%	23%	25%	33%	25%	35%
Not at all confident	13%	13%	21%	11%	16%	10%	15%	11%	19%	10%	9%	0%	15%	7%
Don't know	3%	1%	3%	0%	0%	2%	1%	1%	0%	3%	0%	9%	2%	2%
Q25. How confident are you that your business w	ill survive	this cris	s and be	l in busin	l ess a year fr	om today?								
				Regi	on		Emplo	oyees		Revenue			Industry	
		Capital	Central	Finger	Southern	Western	50 or			\$2.5M -		Engineer/		
	Total	Region	NY	Lakes	Tier	NY	fewer	51+	<\$2.5M	\$10M	\$10M+	Construct	Manufact	Service
Very confident	59%	61%	59%	64%	57%	52%	55%	71%	51%	59%	72%	67%	63%	57%
Somewhat confident	30%	24%	31%	23%	38%	43%	36%	21%	41%	32%	23%	19%	23%	35%
	6%	6%	8%	9%	4%	2%	6%	5%	6%	6%	3%	0%	10%	7%
Not too confident														
Not too confident Not at all confident	2%	6%	0%	2%	0%	2%	2%	3%	1%	1%	2%	2%	0%	0%

CEOCV19 Crosstabs 10 of 14

307 Upstate NY CEOs, MOE +/- 5.6%

Q26. How well do you understand the recently pa	ssed fede	eral legisl	ation tha	t provid	es about \$2	Trillion of	crisis rel	lief?						
				Regi	on		Emplo	oyees		Revenue			Industry	
		Capital	Central	Finger	Southern	Western	50 or			\$2.5M -		Engineer/		
	Total	Region	NY	Lakes	Tier	NY	fewer	51+	<\$2.5M	\$10M	\$10M+	Construct	Manufact	Service
Very well	23%	21%	33%	34%	21%	21%	25%	23%	24%	29%	22%	9%	19%	28%
Somewhat well	59%	60%	54%	52%	63%	62%	62%	57%	61%	62%	61%	67%	58%	57%
Not too well	13%	13%	13%	14%	12%	14%	11%	16%	13%	6%	14%	12%	15%	13%
Not at all well	2%	4%	0%	0%	4%	2%	2%	4%	2%	3%	3%	2%	6%	0%
Don't know	2%	1%	0%	0%	0%	0%	0%	0%	0%	0%	0%	9%	2%	2%
Q27. Specifically, how familiar are you with the no	l ew and ex	<u>l</u> xpanded	U.S. Sma	<u> </u>    Busine	<u> </u> ess Administ	<u> </u> ration (SB <i>A</i>	l A) loan p	l rovisio	ns?					
				Regi	on		Emplo	oyees		Revenue			Industry	
		Capital	Central	Finger	Southern	Western	50 or			\$2.5M -		Engineer/		
	Total	Region	NY	Lakes	Tier	NY	fewer	51+	<\$2.5M	\$10M	\$10M+	Construct	Manufact	Service
Very familiar	41%	41%	49%	48%	40%	38%	43%	42%	38%	44%	47%	44%	31%	37%
Somewhat familiar	45%	40%	41%	45%	53%	50%	48%	42%	49%	49%	39%	33%	46%	46%
Not too familiar	8%	11%	5%	7%	6%	7%	9%	7%	11%	5%	6%	7%	15%	13%
Not at all familiar	3%	6%	5%	0%	1%	2%	1%	8%	1%	1%	7%	7%	4%	2%
Don't know	3%	1%	0%	0%	0%	2%	0%	2%	0%	1%	0%	9%	4%	2%
Q28. Please indicate which, if any, of the followin	l g new or	<u> </u> expande	d SBA pro	l ograms y	 /ou expect t	<u> </u> o participa	te in.	<u> </u>						
				Regi	on		Emplo	oyees		Revenue			Industry	
		Capital	Central	Finger	Southern	Western	50 or			\$2.5M -		Engineer/		
	Total	Region	NY	Lakes	Tier	NY	fewer	51+	<\$2.5M	\$10M	\$10M+	Construct	Manufact	Service
The Economic Injury Disaster Loan Program	26%	10%	23%	36%	38%	33%	34%	16%	44%	24%	12%	14%	25%	41%
The SBA Paycheck Protection Loan Program	72%	69%	87%	80%	74%	76%	82%	61%	75%	87%	65%	77%	67%	70%
Neither	14%	20%	8%	9%	13%	10%	9%	23%	10%	6%	24%	7%	17%	13%
Don't know	10%	11%	5%	9%	10%	10%	6%	15%	9%	6%	11%	7%	10%	13%

CEOCV19 Crosstabs 11 of 14

307 Upstate NY CEOs, MOE +/- 5.6%

Q29. As the COVID-19 crisis unfolds, which of the following have you used to obtain information on business assistance programs being offered by either New York State or the
federal government?

		Region				Emplo	yees		Revenue			Industry		
		Capital	Central	Finger	Southern	Western	50 or			\$2.5M -		Engineer/		
	Total	Region	NY	Lakes	Tier	NY	fewer	51+	<\$2.5M	\$10M	\$10M+	Construct	Manufact	Service
News media	65%	64%	59%	73%	68%	74%	65%	72%	68%	72%	68%	58%	63%	65%
Social media	23%	23%	10%	27%	31%	24%	25%	21%	28%	23%	20%	9%	13%	35%
Government sources	66%	71%	64%	77%	66%	52%	62%	80%	67%	65%	71%	56%	65%	61%
Chambers of Commerce	47%	47%	46%	64%	53%	33%	46%	52%	48%	50%	46%	56%	48%	41%
Trade associations	58%	63%	56%	64%	44%	67%	55%	67%	54%	54%	68%	79%	52%	50%
Your lawyer, accountant or other consultants	66%	63%	82%	82%	54%	67%	66%	69%	60%	71%	75%	65%	71%	57%
Your own internet investigation	56%	66%	59%	48%	62%	52%	61%	52%	65%	60%	48%	49%	58%	52%
Other	7%	10%	13%	0%	7%	7%	9%	3%	7%	5%	6%	2%	6%	7%

How helpful would each of the following state or federal actions be to your company's strategy in addressing the impact of the COVID-19 crisis? [Q30A-Q30D ROTATED]

#### Q30A. Low cost loans

		Region					Emplo	yees		Revenue		Industry			
		Capital	Central	Finger	Southern	Western	50 or			\$2.5M -		Engineer/			
	Total	Region	NY	Lakes	Tier	NY	fewer	51+	<\$2.5M	\$10M	\$10M+	Construct	Manufact	Service	
Very helpful	46%	43%	41%	57%	46%	52%	50%	44%	51%	53%	38%	51%	40%	41%	
Somewhat helpful	30%	27%	33%	27%	35%	33%	31%	30%	32%	28%	36%	28%	35%	33%	
Not very helpful	8%	11%	10%	9%	9%	2%	10%	7%	11%	10%	5%	7%	6%	11%	
Not at all helpful	9%	14%	15%	5%	6%	5%	6%	14%	4%	6%	16%	0%	15%	7%	
Don't know	7%	4%	0%	2%	4%	7%	3%	6%	2%	3%	5%	14%	4%	9%	
														·	

### Q30B. Delays in tax filings and payments

			Region					yees		Revenue		Industry			
		Capital	Central	Finger	Southern	Western	50 or			\$2.5M -		Engineer/			
	Total	Region	NY	Lakes	Tier	NY	fewer	51+	<\$2.5M	\$10M	\$10M+	Construct	Manufact	Service	
Very helpful	37%	37%	44%	36%	40%	33%	42%	31%	44%	37%	29%	42%	25%	48%	
Somewhat helpful	39%	43%	41%	39%	34%	45%	40%	42%	40%	38%	47%	44%	46%	33%	
Not very helpful	12%	9%	5%	16%	18%	12%	12%	13%	11%	14%	12%	5%	21%	9%	
Not at all helpful	5%	9%	10%	7%	1%	5%	4%	9%	3%	6%	7%	0%	6%	0%	
Don't know	6%	3%	0%	2%	7%	5%	2%	6%	1%	4%	4%	9%	2%	11%	
								·							

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307 Upstate NY CEOs, MOE +/- 5.6%

Q30C. Funding the cost of paid employee leave														
				Regi	on		Emplo	oyees		Revenue			Industry	
		Capital	Central	Finger	Southern	Western	50 or			\$2.5M -		Engineer/		
	Total	Region	NY	Lakes	Tier	NY	fewer	51+	<\$2.5M	\$10M	\$10M+	Construct	Manufact	Service
Very helpful	62%	69%	59%	68%	59%	55%	63%	67%	65%	71%	59%	65%	63%	59%
Somewhat helpful	20%	19%	26%	20%	22%	24%	21%	21%	19%	18%	27%	21%	21%	22%
Not very helpful	9%	7%	5%	9%	13%	14%	11%	6%	12%	5%	8%	5%	10%	11%
Not at all helpful	3%	3%	10%	0%	1%	0%	2%	5%	2%	4%	4%	0%	2%	0%
Don't know	6%	3%	0%	2%	4%	7%	4%	1%	2%	3%	1%	9%	4%	9%
Q30D. Suspension of mortgage payments								<u> </u>						
				Regi	on		Emplo	oyees		Revenue			Industry	
		Capital	Central	Finger	Southern	Western	50 or			\$2.5M -		Engineer/		
	Total	Region	NY	Lakes	Tier	NY	fewer	51+	<\$2.5M	\$10M	\$10M+	Construct	Manufact	Service
Very helpful	23%	17%	28%	25%	31%	17%	27%	18%	35%	28%	9%	19%	19%	37%
Somewhat helpful	19%	17%	13%	18%	21%	29%	20%	18%	13%	18%	28%	30%	10%	7%
Not very helpful	21%	26%	13%	27%	16%	26%	19%	26%	21%	21%	22%	16%	38%	17%
Not at all helpful	27%	34%	41%	25%	21%	21%	26%	31%	25%	24%	34%	19%	23%	24%
Don't know	10%	6%	5%	5%	12%	7%	8%	6%	6%	9%	6%	16%	10%	15%
Q31. Do you think New York State's 'social distan about right or not aggressive enough?	l cing' effo	rts, inclu	l ding restr	ictions o	on business	<u> </u> operations	in orde	r to rec	luce the s	pread of	the COV	  D-19 have b	l peen too agg	gressive,
				Regi	on		Emplo	oyees		Revenue			Industry	
		Capital	Central	Finger	Southern	Western	50 or			\$2.5M -		Engineer/		
	Total	Region	NY	Lakes	Tier	NY	fewer	51+	<\$2.5M	\$10M	\$10M+	Construct	Manufact	Service
Too aggressive	15%	16%	15%	5%	22%	14%	15%	16%	15%	18%	13%	16%	25%	9%
About right	61%	59%	64%	77%	50%	67%	61%	65%	61%	64%	63%	51%	58%	61%
Not aggressive enough	17%	16%	13%	16%	25%	14%	19%	15%	19%	14%	19%	19%	8%	22%

3%

5%

4%

5%

5%

4%

5%

14%

8%

9%

7%

10%

8%

2%

Don't know

CEOCV19 Crosstabs 13 of 14

April 3 - 14, 2020 307 Upstate NY CEOs, MOE +/- 5.6%

Q32. Do you think New York State should plan to relax restrictions on business operations and move towards being back in business by the first of May, or do you think the primary focus must continue to be on addressing the public health crisis for the time being?

				Regio	on		Emplo	yees		Revenue			Industry	
		Capital	Central	Finger	Southern	Western	50 or			\$2.5M -		Engineer/		
	Total	Region	NY	Lakes	Tier	NY	fewer	51+	<\$2.5M	\$10M	\$10M+	Construct	Manufact	Service
Relax restrictions	35%	33%	36%	32%	38%	43%	36%	37%	33%	41%	39%	40%	56%	24%
Focus on addressing the public health crisis	57%	59%	62%	59%	60%	50%	60%	57%	64%	54%	55%	42%	33%	70%
Don't know	8%	9%	3%	9%	1%	7%	4%	6%	3%	5%	6%	19%	10%	7%

Nature of the Sampl	Δ
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Upstate New York State Busin	ess Leaders
Region	
Capital Region	23%
Central NY	13%
Finger Lakes	14%
Southern Tier	22%
Western NY	14%
Number of Employees	
50 or fewer	60%
51 or more	34%
Revenue	
Less than \$2.5M	31%
\$2.5M to less than \$10M	25%
\$10M or more	31%

CEOCV19 Crosstabs 14 of 14