Q1. Which of the following industry categ	ories bes	t describes the typ	e oi busilless	your comp	any is engaged in									
				Indus	stry			LIA M	ember	Com	pany	Compa	ny after Pa	ndemic
I			Food/		Manufacturing/									
I		Engineering and	Beverage/		Wholesale &		Education/			50 or	51 or			Taken
1	Total	Construction	Retail	Financial	Distribution	Service	Healthcare	Yes	No	less	more	Stronger	Survive	large toll
Engineering and Construction	11%	100%	0%	0%	0%	0%	0%	14%	9%	8%	19%	18%	10%	2%
Food and Beverage	5%	0%	45%	0%	0%	0%	0%	2%	8%	7%	2%	2%	3%	15%
Financial	9%	0%	0%	100%	0%	0%	0%	15%	4%	6%	14%	17%	6%	3%
Manufacturing	4%	0%	0%	0%	53%	0%	0%	3%	6%	5%	5%	5%	7%	1%
Retail	6%	0%	55%	0%	0%	0%	0%	1%	9%	9%	0%	4%	4%	11%
Service	50%	0%	0%	0%	0%	100%	0%	52%	51%	53%	48%	38%	60%	54%
Wholesale and Distribution	4%	0%	0%	0%	47%	0%	0%	3%	4%	4%	2%	5%	4%	1%
Other	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
Education/Healthcare	10%	0%	0%	0%	0%	0%	100%	10%	9%	9%	10%	12%	7%	11%
Q2. As you think about the current busine	ss or eco	onomic conditions of	on Long Islan	d as compa	red to one year ag	o, that is,	before the C	oronav	irus pa	ndemio	, would	d you say tl	heyare con	siderably
			•								-			
better, a little better, about the same, a li	ttle wors	se, or considerably	worse?											
better, a little better, about the same, a li	ttle wors	se, or considerably	worse?	Indus	stry			LIA M	ember	Com	pany	Compa	ny after Pa	ındemic
better, a little better, about the same, a li	ttle wors	se, or considerably to the considerable to the	worse?	Indus	stry Manufacturing/		Education/	LIA M	ember	Com 50 or	pany 51 or	Compa	ny after Pa	ndemic Taken
better, a little better, about the same, a li	ttle wors		1	Indus		Service	Education/ Healthcare	LIA M	ember No		<u> </u>	Compa	ny after Pa Survive	Taken
better, a little better, about the same, a li Considerably better		Engineering and	Food/		Manufacturing/	Service 0%	•			50 or	51 or			Taken
	Total	Engineering and Construction	Food/ Beverage/	Financial	Manufacturing/ Wholesale &		Healthcare	Yes	No	50 or less	51 or more	Stronger	Survive	Taken large toll
Considerably better	Total	Engineering and Construction 0%	Food/ Beverage/ 2%	Financial 3%	Manufacturing/ Wholesale &	0%	Healthcare 5%	Yes	No 0%	50 or less 1%	51 or more	Stronger 3%	Survive	Taken large toll
Considerably better A little better	Total 1% 7%	Engineering and Construction 0% 18%	Food/ Beverage/ 2%	Financial 3% 13%	Manufacturing/ Wholesale & 3% 9%	0% 5%	Healthcare 5% 3%	Yes 3% 9%	No 0% 5%	50 or less 1% 8%	51 or more 2% 5%	Stronger 3% 15%	Survive 1% 4%	Taken large toll 0% 2%
Considerably better A little better About the same	Total 1% 7% 10%	Engineering and Construction 0% 18% 16%	Food/ Beverage/ 2% 2% 4%	Financial 3% 13% 26%	Manufacturing/ Wholesale & 3% 9% 3%	0% 5% 9%	5% 3% 8%	Yes 3% 9% 14%	No 0% 5% 8%	50 or less 1% 8% 8%	51 or more 2% 5% 14%	Stronger 3% 15% 12%	Survive 1% 4% 11%	Taken large toll 0% 2% 5%
Considerably better A little better About the same A little worse	Total 1% 7% 10% 29%	Engineering and Construction 0% 18% 16% 31%	Food/ Beverage/ 2% 2% 4% 18%	Financial 3% 13% 26% 41%	Manufacturing/ Wholesale & 3% 9% 3% 38%	0% 5% 9% 28%	Healthcare 5% 3% 8% 20%	Yes 3% 9% 14% 38%	No 0% 5% 8% 24%	50 or less 1% 8% 8% 24%	51 or more 2% 5% 14% 39%	Stronger 3% 15% 12% 28%	Survive 1% 4% 11% 36%	Taken large toll 0% 2% 5% 18%
Considerably better A little better About the same A little worse	Total 1% 7% 10% 29% 53%	Engineering and Construction 0% 18% 16% 31% 36%	Food/ Beverage/ 2% 2% 4% 18% 73%	Financial 3% 13% 26% 41% 18%	Manufacturing/ Wholesale & 3% 9% 3% 38% 47%	0% 5% 9% 28% 57%	Healthcare 5% 3% 8% 20% 65%	Yes 3% 9% 14% 38% 36%	No 0% 5% 8% 24% 63%	50 or less 1% 8% 8% 24% 59%	51 or more 2% 5% 14% 39% 40%	Stronger 3% 15% 12% 28% 42%	Survive 1% 4% 11% 36%	Taken large toll 0% 2% 5% 18%
Considerably better A little better About the same A little worse Considerably worse	Total 1% 7% 10% 29% 53%	Engineering and Construction 0% 18% 16% 31% 36%	Food/ Beverage/ 2% 2% 4% 18% 73%	Financial 3% 13% 26% 41% 18%	Manufacturing/ Wholesale & 3% 9% 3% 38% 47% w would you desc	0% 5% 9% 28% 57%	Healthcare 5% 3% 8% 20% 65%	Yes 3% 9% 14% 38% 36%	No 0% 5% 8% 24% 63%	50 or less 1% 8% 8% 24% 59%	51 or more 2% 5% 14% 39% 40%	Stronger 3% 15% 12% 28% 42%	Survive 1% 4% 11% 36%	Taken large toll 0% 2% 5% 18% 75%
Considerably better A little better About the same A little worse Considerably worse	Total 1% 7% 10% 29% 53%	Engineering and Construction 0% 18% 16% 31% 36%	Food/ Beverage/ 2% 2% 4% 18% 73%	Financial 3% 13% 26% 41% 18% 21 year, ho	Manufacturing/ Wholesale & 3% 9% 3% 38% 47% wwwould you desc	0% 5% 9% 28% 57%	Healthcare 5% 3% 8% 20% 65%	Yes 3% 9% 14% 38% 36%	No 0% 5% 8% 24% 63%	50 or less 1% 8% 8% 24% 59% my on Com	51 or more 2% 5% 14% 39% 40% Long Is	Stronger 3% 15% 12% 28% 42%	Survive 1% 4% 11% 36% 49%	Taken large toll 0% 2% 5% 18% 75%
Considerably better A little better About the same A little worse Considerably worse	Total 1% 7% 10% 29% 53%	Engineering and Construction 0% 18% 16% 31% 36% of the year, that is,	Food/ Beverage/ 2% 2% 4% 18% 73%	Financial 3% 13% 26% 41% 18% 21 year, ho	Manufacturing/ Wholesale & 3% 9% 3% 38% 47% w would you desc	0% 5% 9% 28% 57%	Healthcare 5% 3% 8% 20% 65% expectations	Yes 3% 9% 14% 38% 36%	No 0% 5% 8% 24% 63%	50 or less 1% 8% 8% 24% 59% my on Com	51 or more 2% 5% 14% 39% 40% Long Is	Stronger 3% 15% 12% 28% 42% land? Compa	Survive 1% 4% 11% 36% 49%	Taken large toll 0% 2% 5% 18% 75% Taken Taken
Considerably better A little better About the same A little worse Considerably worse	Total 1% 7% 10% 29% 53%	Engineering and Construction 0% 18% 16% 31% 36% of the year, that is, Engineering and	Food/ Beverage/ 2% 2% 4% 18% 73% the entire 20	Financial 3% 13% 26% 41% 18% 21 year, ho Indus	Manufacturing/ Wholesale & 3% 9% 3% 38% 47% w would you descitry Manufacturing/	0% 5% 9% 28% 57% ribe your	Healthcare 5% 3% 8% 20% 65% expectations	Yes 3% 9% 14% 38% 36% for the	No 0% 5% 8% 24% 63%	50 or less 1% 8% 8% 24% 59% my on Com 50 or	51 or more 2% 5% 14% 39% 40% Long Is pany 51 or	Stronger 3% 15% 12% 28% 42% Jand? Compa	Survive	Taken large toll 0% 2% 5% 18% 75% Taken Taken
Considerably better A little better About the same A little worse Considerably worse Q3. Looking forward from today through	Total 1% 7% 10% 29% 53% he end c	Engineering and Construction 0% 18% 16% 31% 36% of the year, that is, Engineering and Construction	Food/ Beverage/ 2% 2% 4% 18% 73% the entire 20 Food/ Beverage/	Financial 3% 13% 26% 41% 18% 21 year, ho Indus Financial	Manufacturing/ Wholesale & 3% 9% 3% 38% 47% wwwould you descentry Manufacturing/ Wholesale &	0% 5% 9% 28% 57% ribe your	Healthcare 5% 3% 8% 20% 65% expectations Education/	Yes 3% 9% 14% 38% 36% for the	No 0% 5% 8% 24% 63% e econo ember	50 or less 1% 8% 8% 24% 59% my on Com 50 or less	51 or more 2% 5% 14% 39% 40% Long Is pany 51 or more	Stronger 3% 15% 12% 28% 42% land? Compa	Survive 1% 4% 11% 36% 49% ny after Pa	Taken large toll 0% 2% 5% 18% 75% Indemic Taken large toll
Considerably better A little better About the same A little worse Considerably worse Q3. Looking forward from today through Considerably better	Total 1% 7% 10% 29% 53% the end of Total 10%	Engineering and Construction 0% 18% 16% 31% 36% of the year, that is, Engineering and Construction 11%	Food/Beverage/ 2% 2% 4% 18% 73% the entire 20 Food/Beverage/ 4%	Financial 3% 13% 26% 41% 18% 21 year, ho Indus Financial 15%	Manufacturing/ Wholesale & 3% 9% 3% 38% 47% w would you descentry Manufacturing/ Wholesale & 6%	0% 5% 9% 28% 57% ribe your Service 10%	Healthcare 5% 3% 8% 20% 65% expectations Education/ Healthcare 10%	Yes 3% 9% 14% 38% 36% for the LIA M Yes 14%	No 0% 5% 8% 24% 63% e econo ember No 7%	50 or less 1% 8% 8% 24% 59% my on Com 50 or less 10%	51 or more 2% 5% 14% 39% 40% Long Is pany 51 or more 11%	Stronger 3% 15% 12% 28% 42% Jand? Compa Stronger 19%	Survive	Taken large toll 0% 2% 5% 18% 75% Taken large toll 5%
Considerably better A little better About the same A little worse Considerably worse Q3. Looking forward from today through Considerably better A little better	Total 1% 7% 10% 29% 53% the end of 10% 43%	Engineering and Construction 0% 18% 16% 31% 36% of the year, that is, Engineering and Construction 11% 51%	Food/Beverage/ 2% 2% 4% 18% 73% the entire 20 Food/Beverage/ 4% 37%	Financial 3% 13% 26% 41% 18% 21 year, ho Indus Financial 15% 49%	Manufacturing/ Wholesale & 3% 9% 38% 47% w would you descentry Manufacturing/ Wholesale & 6% 50%	0% 5% 9% 28% 57% ribe your Service 10% 39%	Healthcare 5% 3% 8% 20% 65% expectations Education/ Healthcare 10% 50%	Yes 3% 9% 14% 38% 36% for the LIA M Yes 14% 47%	No 0% 5% 8% 24% 63% e econo ember No 7% 39%	50 or less 1% 8% 8% 24% 59% my on Com 50 or less 10% 38%	51 or more 2% 5% 14% 39% 40% Long Is pany 51 or more 11% 55%	Stronger 3% 15% 12% 28% 42% Stronger 19% 49%	Survive 1% 4% 11% 36% 49% ny after Pa Survive 5% 42%	Taken large toll 0% 2% 5% 18% 75% Taken large toll 5% 34%

Q4. Now thinking specifically about your industry, how would you describe the current business or economic conditions on Long Island as compared with one year ago, that is before the COVID-19 pandemic? Industry LIA Member Company **Company after Pandemic** Food/ Manufacturing/ Wholesale & 51 or **Engineering and** Beverage/ Education/ 50 or Taken Total Construction Retail **Financial** Distribution Service Healthcare Yes No less more Stronger Survive large toll 5% 9% 3% 5% 4% Considerably better 4% 4% 10% 12% 4% 5% 6% 9% 1% 9% A little better 16% 2% 15% 15% 7% 13% 11% 7% 9% 6% 13% 9% 2% About the same 15% 22% 2% 15% 17% 10% 21% 11% 12% 18% 18% 18% 3% 21% 29% A little worse 42% 24% 29% 20% 33% 18% 18% 38% 34% 26% 26% 41% 33% Considerably worse 42% 16% 73% 15% 35% 44% 53% 24% 53% 48% 30% 27% 37% 75% Q5. And looking forward from today through the end of the year, that is, the entire 2021 year, how would you describe your expectations for your industry here on Long Island? Industry LIA Member Company **Company after Pandemic** Manufacturing/ Food/ Wholesale & Education/ 50 or | 51 or **Engineering and** Beverage/ Taken Distribution Healthcare more Stronger **Total** Construction Retail **Financial** Service Yes No less Survive large toll Considerably better 10% 11% 8% 10% 9% 15% 12% 8% 10% 16% 3% 10% 7% A little better 38% 51% 31% 49% 50% 35% 30% 48% 32% 33% 51% 52% 33% 26% About the same 22% 11% 18% 31% 21% 25% 18% 20% 24% 24% 16% 16% 29% 20% A little worse 18% 24% 18% 10% 9% 18% 28% 14% 21% 19% 14% 12% 21% 23% Considerably worse 12% 2% 24% 0% 12% 14% 9% 4% 10% 7% 16% 13% 10% 28% Q6. Now thinking specifically about your company, financially, was 2020 better or worse than 2019, or about the same? Industry LIA Member Company **Company after Pandemic** Food/ Manufacturing/ **Engineering and** Beverage/ Wholesale & Education/ 50 or | 51 or Taken Healthcare **Total** Construction Retail **Financial** Distribution Service Yes No less more Stronger Survive large toll 16% Better than 2019 16% 18% 14% 31% 35% 13% 5% 22% 13% 16% 24% 15% 7% About the same as 2019 17% 29% 12% 18% 10% 25% 12% 16% 16% 20% 22% 2% 8% 28% 66% 85% Worse than 2019 53% 78% 41% 53% 70% 53% 76% 68% 68% 56% 63% 91%

				Indus	trv			LIA M	ember	Com	nanv	Compa	ny after Pa	ndemic
	+			IIIaas	l l			LIX IVI	ZIII DCI	Com	puny	Compa	ily ditter i d	
	Total	Engineering and Construction	Food/ Beverage/ Retail	Financial	Manufacturing/ Wholesale & Distribution	Service	Education/ Healthcare	Yes	No	50 or less	51 or more	Stronger	Survive	Taken large tol
Grow substantially	4%	4%	2%	8%	6%	4%	3%	6%	4%	5%	5%	12%	1%	1%
Grow moderately	35%	40%	18%	59%	53%	30%	40%	47%	27%	32%	42%	53%	30%	18%
Stay about the same	30%	29%	37%	18%	26%	33%	20%	28%	29%	30%	26%	22%	35%	25%
Decrease moderately	17%	24%	12%	13%	9%	19%	15%	14%	20%	16%	20%	11%	21%	22%
Decrease substantially	14%	2%	31%	3%	6%	14%	23%	5%	20%	17%	8%	2%	13%	33%
Q8. Please think quickly about profitability.	. Betwe	en today and the e	nd of the cale	endar year	2021 do you expec	t your pro	ofits to?							
				Indus	try			LIA M	ember	Com	pany	Compa	ny after Pa	ndemic
			Food/		Manufacturing/									
		Engineering and	Beverage/		Wholesale &		Education/			50 or	51 or			Taken
	Total	Construction	Retail	Financial	Distribution	Service	Healthcare	Yes	No	less	more	Stronger	Survive	large toll
Grow substantially	4%	2%	2%	10%	6%	4%	0%	3%	4%	5%	3%	9%	1%	2%
Grow moderately	24%	29%	14%	44%	32%	21%	23%	32%	18%	20%	30%	40%	15%	14%
Stay about the same	36%	38%	35%	31%	41%	36%	35%	41%	33%	37%	34%	34%	45%	21%
Decrease moderately	22%	29%	24%	13%	12%	23%	23%	19%	25%	21%	27%	16%	27%	24%
Decrease substantially	4.40/						200/				70/	1%	12%	200/
	14%	2%	24%	3%	9%	15%	20%	5%	20%	17%	7%	170	12/0	39%
Q9. Businesses and the executives that dire profitability over the next year?			,.	in many wa	rys. Through which			egies d	o you p	olan to	MOST 6	enhance yo	ur compar	ny's
Q9. Businesses and the executives that dire			,.		rys. Through which			egies d			MOST 6	enhance yo		ny's
Q9. Businesses and the executives that dire			,.	in many wa	etry Manufacturing/ Wholesale &		llowing strat	egies d	o you p	Com	MOST 6	enhance yo Compai	ur compar	ny's ndemic Taken
Q9. Businesses and the executives that dire profitability over the next year?	Total	enstrive to enhance Engineering and Construction	profitability Food/ Beverage/ Retail	in many wa	etry Manufacturing/		llowing strat	egies d	o you pember	Com 50 or less	MOST e	Compare Stronger	ur compar	ny's ndemic Taken large toll
Q9. Businesses and the executives that dire	Total	Engineering and Construction 56%	Food/ Beverage/ Retail 33%	in many wa Indus Financial 59%	Manufacturing/ Wholesale & Distribution	Service	Education/ Healthcare	egies d LIA Mo	o you pember	Com 50 or less 43%	pany 51 or more 53%	Compar Stronger	ur compar ny after Pa Survive 40%	ny's ndemic Taken large toll 33%
Q9. Businesses and the executives that dire profitability over the next year? Market/demand growth Cost reduction	Total 46% 25%	Engineering and Construction 56% 36%	Food/ Beverage/ Retail 33% 33%	in many wa Indus Financial 59% 15%	Manufacturing/ Wholesale & Distribution 44% 24%	Service 45% 21%	Education/ Healthcare 48% 33%	egies d LIA Mo Yes 53% 23%	o you pember No 40% 28%	50 or less 43% 26%	pany 51 or more 53% 24%	Compar Stronger 60% 16%	ur compar ny after Pa Survive 40% 30%	Taken large toll 33% 32%
Q9. Businesses and the executives that dire profitability over the next year? Market/demand growth Cost reduction Price increase	Total 46% 25% 10%	Engineering and Construction 56% 36% 7%	Food/ Beverage/ Retail 33% 33% 19%	in many wa Indus Financial 59% 15% 5%	Manufacturing/ Wholesale & Distribution 44% 24% 6%	Service 45% 21% 12%	Education/ Healthcare 48% 33% 3%	Yes 53% 23% 6%	No 40% 28% 13%	50 or less 43% 26% 12%	51 or more 53% 24% 5%	Compar Stronger 60% 16% 5%	ur compar ny after Pa Survive 40% 30% 10%	Taken large toll 33% 32% 17%
Q9. Businesses and the executives that dire profitability over the next year? Market/demand growth Cost reduction	Total 46% 25%	Engineering and Construction 56% 36%	Food/ Beverage/ Retail 33% 33%	in many wa Indus Financial 59% 15%	Manufacturing/ Wholesale & Distribution 44% 24%	Service 45% 21%	Education/ Healthcare 48% 33%	egies d LIA Mo Yes 53% 23%	o you pember No 40% 28%	50 or less 43% 26%	pany 51 or more 53% 24%	Compar Stronger 60% 16%	ur compar ny after Pa Survive 40% 30%	Taken large toll 33% 32%

10. Please indicate which of the following a	re majo	or areas of concenti	ation for you	ar company	aa toag	2021.								
				Indus	try			LIA Me	ember	Com	pany	Compai	ny after Pa	ndemic
	Total	Engineering and Construction	Food/ Beverage/ Retail	Financial	Manufacturing/ Wholesale & Distribution	Service	Education/ Healthcare	Yes	No	50 or less	51 or more	Stronger	Survive	Taken large toll
Expansion of existing markets	47%	64%	22%	62%	58%	46%	41%	57%	41%	43%	58%	68%	41%	30%
Growth in existing products	37%	42%	28%	54%	55%	31%	38%	41%	33%	32%	48%	50%	26%	37%
Entry into new markets	25%	33%	15%	28%	33%	25%	23%	33%	22%	25%	30%	35%	22%	22%
New product lines	17%	9%	20%	18%	33%	16%	18%	21%	15%	14%	26%	23%	13%	16%
Acquisition of new businesses	13%	20%	7%	33%	15%	12%	3%	18%	10%	9%	21%	21%	10%	9%
Technology innovation	27%	24%	17%	38%	24%	27%	36%	37%	21%	22%	41%	42%	22%	15%
Construction of new locations	7%	22%	4%	8%	12%	4%	5%	9%	6%	5%	14%	10%	4%	7%
Internal restructuring	26%	24%	20%	38%	15%	27%	26%	34%	23%	24%	37%	28%	27%	26%
Expansion into export markets	3%	0%	2%	3%	24%	1%	0%	3%	4%	3%	4%	5%	3%	2%
Dealing with COVID-19	47%	27%	61%	44%	24%	52%	54%	46%	48%	46%	49%	40%	49%	53%
Other	4%	4%	9%	3%	9%	2%	5%	3%	5%	4%	4%	2%	4%	7%
Q11. Do you intend to invest between toda	y throu	gh 2021 inany fixed	d assets for y	our compai	ny designed to mee	et growin	g demand, re	duce c	ostsor e	enhanc	e produ	uctivity?		
			1	Indus	try	,		LIA Me	ember	Com	pany	Compai	ny after Pa	ndemic
		Engineering and	Food/ Beverage/		Manufacturing/		Education/			F0 ox				
	Total			Financial	Wholesale & Distribution	Service	Healthcare	Yes	No		51 or more	Stronger	Survive	Taken large toll
Yes	Total	Construction 33%	Retail 19%	Financial 51%	Distribution 44%	Service 25%	Healthcare 36%	Yes 45%	No 22%	less 24%	more	Stronger 48%	Survive 25%	Taken large toll
Yes No		Construction	Retail		Distribution	Service 25% 44%		Yes 45% 35%	No 22% 50%	less				large toll
	30%	Construction 33%	Retail 19%	51%	Distribution 44%	25%	36%	45%	22%	less 24%	more 49%	48%	25%	large toll
No	30% 43% 27%	27%	Retail 19% 62% 19%	51% 31% 18%	Distribution 44% 41% 15%	25% 44%	36% 33%	45% 35%	22% 50%	less 24% 52%	more 49% 29%	48% 29%	25% 51%	16% 53%
No Not sure	30% 43% 27%	27%	Retail 19% 62% 19%	51% 31% 18%	Distribution 44% 41% 15% or 2021?	25% 44%	36% 33%	45% 35%	22% 50% 28%	less 24% 52%	more 49% 29% 22%	48% 29% 22%	25% 51%	16% 53% 31%
No Not sure	30% 43% 27%	27%	Retail 19% 62% 19%	51% 31% 18% ion plans fo	Distribution 44% 41% 15% or 2021?	25% 44% 31%	36% 33%	45% 35% 20%	22% 50% 28%	24% 52% 25%	more 49% 29% 22%	48% 29% 22%	25% 51% 23%	16% 53% 31%
No Not sure	30% 43% 27%	Construction 33% 40% 27% initiatives, additio	Retail 19% 62% 19% ns or expans Food/ Beverage/	51% 31% 18% ion plans fo Indus	Distribution 44% 41% 15% or 2021? try Manufacturing/ Wholesale &	25% 44% 31%	36% 33% 31% Education/	45% 35% 20%	22% 50% 28% ember	less 24% 52% 25% Com	more 49% 29% 22% pany	48% 29% 22% Compa	25% 51% 23% ny after Pa	16% 53% 31% ndemic
Not sure Q12. Will you be postponing or cancelling a	30% 43% 27% nny new	Construction 33% 40% 27% initiatives, additio Engineering and Construction	Retail 19% 62% 19% ns or expans Food/ Beverage/ Retail	51% 31% 18% ion plans for Indus	Distribution 44% 41% 15% or 2021? try Manufacturing/ Wholesale & Distribution	25% 44% 31% Service	36% 33% 31% Education/ Healthcare	45% 35% 20% LIA Me	22% 50% 28% ember	less 24% 52% 25% Comp	more 49% 29% 22% pany 51 or more	48% 29% 22% Compa	25% 51% 23% ny after Pa	16% 53% 31% ndemic Taken large toll

				Indus	try			LIA M	ember	Com	pany	Compai	ny after Pa	ndemic
	Total	Engineering and Construction	Food/ Beverage/ Retail	Financial	Manufacturing/ Wholesale & Distribution	Service	Education/ Healthcare	Yes	No	50 or less	51 or more	Stronger	Survive	Taken
Substantially increase your workforce	1%	2%	0%	3%	0%	0%	3%	1%	1%	1%	2%	3%	0%	0%
Moderately increase your workforce	22%	40%	13%	31%	26%	20%	8%	28%	18%	21%	26%	35%	14%	16%
Remain about the same	66%	56%	68%	56%	62%	69%	74%	61%	69%	70%	59%	57%	75%	62%
Decrease your workforce	11%	2%	19%	10%	12%	10%	15%	9%	12%	9%	13%	5%	10%	22%
Q14. In general, do you expect to increase	the war	es that you nay yo	ır workforce	. keep wag	s the same or wil	l vou be d	lecreasing th	e wage	c that v	(OII DO)	VOUR V	vorkforce?		
Q14. Ill general, do you expect to increase	THE Was	Ses that you pay you	ur Workforce	Indus		. ,			ember		pany		ny after Pa	ndemic
Q14. III general, do you expect to increase	lie wag	Engineering and	Food/ Beverage/			. you se a	Education/							
Q14. III general, do you expect to increase	Total		Food/		try Manufacturing/					Com	pany 51 or			Taken large to
Increase wages		Engineering and	Food/ Beverage/	Indus	try Manufacturing/ Wholesale &		Education/	LIA M	ember	Com 50 or	pany 51 or	Compa	ny after Pa	Taken
	Total	Engineering and Construction	Food/ Beverage/ Retail	Indus Financial	Manufacturing/ Wholesale & Distribution	Service	Education/ Healthcare	LIA M	ember No	50 or less	51 or more	Compar Stronger	ny after Pa Survive	Taken large to

				Indus	try			LIA M	ember	Com	pany	Compa	ny after Pa	ndemic
		Engineering and	Food/ Beverage/		Manufacturing/ Wholesale &		Education/	.,		50 or	51 or			Taken
	Total	Construction	Retail	Financial	Distribution	Service	Healthcare	Yes	No	less	more	Ū	Survive	large toll
Existing U.S. competition	23%	25%	28%	42%	29%	17%	18%	28%	19%	21%	27%	26%	20%	23%
Governmental regulation	45%	55%	33%	63%	41%	43%	49%	52%	43%	44%	52%	53%	40%	49%
Taxation	44%	52%	50%	47%	53%	42%	31%	45%	47%	46%	49%	44%	44%	53%
Foreign competition	7%	5%	4%	8%	26%	6%	0%	9%	5%	4%	11%	9%	6%	5%
Energy costs	22%	5%	33%	16%	29%	25%	21%	23%	24%	24%	20%	15%	23%	37%
Risk management	21%	27%	7%	47%	15%	19%	26%	28%	17%	13%	38%	32%	17%	16%
Adverse economic conditions	57%	57%	54%	58%	44%	60%	49%	62%	55%	57%	62%	54%	58%	62%
Health care costs	41%	39%	20%	34%	59%	42%	59%	44%	42%	40%	50%	42%	45%	38%
Global political instability	15%	7%	9%	16%	24%	16%	21%	19%	14%	16%	16%	18%	12%	20%
Rising supplier costs	34%	32%	59%	8%	68%	29%	28%	22%	43%	40%	22%	25%	36%	45%
Human resources	24%	32%	13%	32%	21%	24%	31%	30%	23%	24%	31%	30%	25%	20%
Cash flow	45%	36%	57%	21%	26%	48%	64%	30%	58%	56%	29%	29%	49%	67%
Ability to obtain suitable financing	12%	14%	24%	3%	6%	12%	13%	9%	16%	14%	10%	9%	8%	28%
U.S. trade agreements	8%	11%	9%	13%	26%	3%	5%	9%	8%	8%	10%	11%	6%	8%
Continuing impact of COVID-19	80%	57%	87%	66%	62%	88%	87%	78%	82%	81%	78%	74%	81%	90%
Q16. Were you late with any mortgage,	ent or tax	payments in 2020	?											
				Indus	try			LIA M	ember	Com	pany	Compa	ny after Pa	ndemic
		Engineering and	Food/ Beverage/		Manufacturing/ Wholesale &		Education/			50 or	51 or			Taken
	Total	Construction	Retail	Financial	Distribution	Service	Healthcare	Yes	No	less	more	Stronger	Survive	large toll
Yes	21%	7%	59%	3%	9%	20%	23%	7%	31%	29%	5%	9%	17%	47%
No No	79%	93%	41%	97%	91%	80%	77%	93%	69%	71%	95%	91%	83%	53%
INO	1970	3370	4170	9/70	9170	0070	1 / 70	3370	0970	/ 1 70	9370	3170	0370	3370

Q17. Will you be seeking any extensions fo	r mortg	age, rent or tax pay	ments in 202	21?										
				Indus	stry			LIA M	ember	Com	pany	Compa	ny after Pa	ndemic
		Engineering and	Food/ Beverage/		Manufacturing/ Wholesale &		Education/				51 or			Taken
	Total	Construction	Retail	Financial	Distribution	Service	Healthcare		No	less	more	Stronger	Survive	large toll
Yes	15%	11%	35%	0%	6%	16%	18%	7%	22%	22%	5%	5%	11%	39%
No	85%	89%	65%	100%	94%	84%	82%	93%	78%	78%	95%	95%	89%	61%
Q18. Overall do you expect 2021 to be a be	tter vea	 ar financially for you	ur company t	 :han 2020 v	 vas. about the sam	e as 2020). or worse fi	 nancial	lv for v	our cor	npany t	than 2020 v	was?	<u> </u>
and the same of the expect to be a second		in interior year	ur company c	Indus			, 01 110150 11		ember	Com			ny after Pa	ndemic
		Engineering and	Food/ Beverage/		Manufacturing/ Wholesale &		Education/			50 or	51 or			Taken
	Total	Construction	Retail	Financial	Distribution	Service	Healthcare	Yes	No	less	more	Stronger	Survive	large toll
Better than 2020	40%	53%	26%	57%	47%	36%	38%	47%	36%	38%	50%	59%	33%	26%
About the same as 2020	43%	40%	50%	32%	47%	45%	33%	43%	42%	43%	36%	36%	51%	36%
Worse than 2020	17%	7%	24%	11%	6%	19%	28%	9%	22%	19%	13%	5%	16%	38%
Q19. Which if any taxes do you expect to in	ncrease	this vear?												
, , , , , , , , , , , , , , , , , , , ,		,		Indus	try			LIA M	ember	Com	pany	Compa	ny after Pa	ndemic
		Engineering and	Food/		Manufacturing/ Wholesale &		Education/			F0 or	51 or			Taken
	Total	Construction	Beverage/ Retail	Financial	Distribution	Service	Healthcare	Yes	No	less	more	Stronger	Survive	large toll
Federal personal income taxes	71%	82%	40%	85%	86%	70%	71%	79%	64%	66%	78%	76%	68%	66%
Federal business income taxes	63%	68%	54%	65%	75%	65%	44%	64%	63%	62%	65%	65%	61%	69%
New York State personal income taxes	69%	68%	46%	71%	86%	69%	79%	78%	63%	67%	75%	69%	71%	66%
New York State business income taxes	64%	66%	66%	62%	75%	65%	50%	64%	67%	67%	61%	59%	67%	73%
Local taxes	71%	74%	80%	59%	64%	71%	74%	73%	73%	74%	72%	65%	73%	83%
			i	•								1		

				Indus	trv			LIA M	ember	Com	panv	Compa	ny after Pa	ndemic
		Engineering and	Food/ Beverage/		Manufacturing/ Wholesale &		Education/				51 or		,	Taken
	Total	Construction	Retail	Financial	Distribution	Service	Healthcare	Yes	No	less	more	Stronger	Survive	large tol
Improving	16%	27%	7%	17%	6%	16%	18%	23%	11%	12%	23%	26%	12%	6%
Staying the same	43%	44%	40%	36%	59%	42%	46%	49%	40%	43%	46%	46%	48%	32%
Worsening	41%	29%	53%	47%	35%	42%	36%	28%	50%	44%	31%	28%	40%	62%
Q21. Which of the following industry s	ectors do yo	u think will have a	positive impa	act on the e	economic vitality o	f your ge	ographic area	inthe	next th	ree to f	five yea	ırs?		
				Indus	try			LIA M	ember	Com	pany	Compa	ny after Pa	andemic
			Food/		Manufacturing/									
		Engineering and	Beverage/		Wholesale &		Education/			50 or	51 or			Taken
	Total	Construction	Retail	Financial	Distribution	Service	Healthcare	Yes	No	less	more	Stronger	Survive	large tol
Education	6%	2%	3%	6%	3%	8%	10%	6%	7%	7%	6%	7%	4%	11%
Tourism	8%	5%	16%	3%	0%	11%	5%	5%	10%	8%	7%	7%	9%	8%
Technology	17%	12%	13%	26%	18%	17%	18%	22%	14%	15%	21%	17%	16%	18%
Transportation	7%	12%	3%	9%	3%	7%	3%	7%	6%	6%	8%	5%	8%	4%
Medical	30%	33%	16%	40%	21%	28%	46%	29%	30%	30%	30%	36%	26%	27%
Green and sustainable energy	18%	28%	24%	14%	21%	17%	10%	22%	16%	18%	20%	20%	21%	12%
Manufacturing	5%	2%	11%	0%	15%	3%	5%	4%	6%	5%	5%	3%	6%	5%
Other+	9%	7%	16%	3%	21%	9%	3%	5%	13%	11%	4%	6%	9%	15%
Q22A. Would you say COVID-19 has in	ncreased, de	creased, or had no	impact on de	mand for y	our product(s)/ser	vice(s)?								
			T	Indus	try	1		LIA M	ember	Com	pany	Compa	ny after Pa	ndemic
			F 1/											
		F	Food/		Manufacturing/		Education 1			50 -	-4			T.1.
		Engineering and	Beverage/		Wholesale &		Education/	l			51 or		١	Taken
	Total	Construction	Retail	Financial	Distribution	Service	Healthcare		No	less	more	Stronger	Survive	large tol
Increased	29%	29%	21%	51%	27%	27%	27%	39%	21%	26%	34%	43%	25%	13%
Decreased	57%	49%	74%	29%	61%	59%	68%	43%	68%	61%	53%	43%	56%	83%
No impact	14%	22%	5%	20%	12%	14%	5%	18%	10%	13%	12%	13%	18%	5%

Q22B. Would you say COVID-		,	· · · ·	Indus				шам	ember	Com	pany	Compa	ny after Pa	ndemic
				l	l y		I	LIA IVI	cilibei	Com	parry	Compa	ily alter Fa	Indenne
		Engineering and	Food/ Beverage/		Manufacturing/ Wholesale &		Education/			50 or	51 or			Taken
	Total	Construction	Retail	Financial	Distribution	Service	Healthcare	Yes	No	less	more	Stronger	Survive	large toll
Increased	17%	18%	14%	37%	25%	13%	8%	22%	12%	16%	14%	23%	15%	7%
Decreased	73%	76%	76%	51%	69%	74%	86%	64%	80%	73%	78%	64%	71%	92%
No impact	10%	7%	10%	11%	6%	13%	5%	15%	8%	11%	8%	13%	14%	1%
Q22C. Would you say COVID-	19 has increased, de	creased, or had no i	 impact on yo	ur profitab	l ility?									
				Indus	stry			LIA M	ember	Com	pany	Compa	ny after Pa	ndemic
			,											
			Food/		Manufacturing/		,							
		Engineering and	Beverage/		Wholesale &		Education/				51 or			Taken
	Total	Construction	Retail	Financial	Distribution	Service	Healthcare		No	less	more	Stronger	Survive	large toll
Increased	14%	11%	14%	26%	24%	12%	8%	18%	10%	14%	10%	21%	12%	6%
Decreased	71%	71%	76%	59%	58%	72%	84%	59%	80%	74%	69%	56%	72%	92%
No impact	15%	18%	10%	15%	18%	16%	8%	22%	10%	11%	21%	23%	16%	2%
Q22D. Would you say COVID-	 -19 has increased, de	creased, or had no	impact on th	e size of yo	ur workforce?									
				Indus	try			LIA M	ember	Com	pany	Compa	ny after Pa	andemic
			Food/		Manufacturing/									
		Engineering and	Beverage/		Wholesale &		Education/			50 or	51 or			Taken
	Total	Construction	Retail	Financial	Distribution	Service	Healthcare	Yes	No	less	more	Stronger	Survive	large toll
Increased	6%	9%	2%	14%	12%	5%	5%	8%	5%	5%	7%	15%	2%	2%
Increased														
Decreased	55%	60%	71%	37%	36%	55%	59%	55%	55%	49%	69%	47%	48%	78%

				Indus	trv			LIA M	ember	Com	pany	Compa	ny after Pa	andemic
	Total	Engineering and Construction	Food/ Beverage/ Retail	Financial	Manufacturing/ Wholesale & Distribution	Service	Education/ Healthcare	Yes	No		51 or more	Stronger	Survive	Taken large tol
Increased	62%	71%	71%	51%	67%	56%	73%	54%	68%	63%	64%	62%	57%	70%
Decreased	14%	9%	14%	17%	9%	15%	16%	20%	10%	11%	20%	15%	13%	14%
No impact	24%	20%	14%	31%	24%	29%	11%	26%	22%	26%	16%	23%	30%	16%
Q23. Did you receive any federal funds to a	ssist vo	 ou in either keeping	vour busines	ss open or t	o adapt to COVID-	19 requir	ements?							
, , , , , , , , , , , , , , , , , , , ,			,	Indus	·			LIA M	ember	Com	pany	Compa	ny after Pa	ndemic
	Total	Engineering and Construction	Food/ Beverage/ Retail	Financial	Manufacturing/ Wholesale & Distribution	Service	Education/ Healthcare	Yes	No	50 or less	51 or	Stronger	Survive	Taken
Yes	72%	82%	86%	43%	82%	69%	84%	61%	80%	80%	more 61%	67%	73%	large tol
No No	28%	18%	14%	57%	18%	31%	16%	39%	20%	20%	39%	33%	27%	22%
NO	20/0	10/0	14/0	3770	1870	31/0	10/0	33/0	20/0	20/0	33/0	33/0	21/0	22/0
Q24. Will you be applying for any federal fu	ınds to	assist you in either	keeping you	r business o	ppen or to adapt to	COVID-1	.9 requireme	nts in 2	021?		ļ.			I
				Indus	try			LIA M	ember	Com	pany	Compa	ny after Pa	ndemic
	Total	Engineering and Construction	Food/ Beverage/ Retail	Financial	Manufacturing/ Wholesale & Distribution	Service	Education/ Healthcare	Yes	No	50 or less	51 or	Stronger	Survive	Taken large tol
Yes	56%	57%	73%	15%	42%	58%	73%	43%	66%	65%	41%	46%	55%	75%
No	44%	43%	27%	85%	58%	42%	27%	57%	34%	35%	59%	54%	45%	25%
Q25A. Please indicate whether you have m	ade ea	ch of the following	operational	changes in	specific response to	o COVID-:	19: Increased	ability	for em	ployee	s to wo	rk at home	·.	
				Indus	try			LIA M	ember	Com	pany	Compa	ny after Pa	ndemic
	Total	Engineering and Construction	Food/ Beverage/ Retail	Financial	Manufacturing/ Wholesale & Distribution	Service	Education/ Healthcare	Yes	No	50 or less	51 or more	Stronger	Survive	Taken large tol
Already made this change	98%	100%	100%	97%	95%	98%	96%	100%	96%	98%	99%	98%	100%	88%
Plan to make this change within 6 months	2%	0%	0%	3%	5%	2%	4%	0%	4%	2%	1%	2%	0%	12%
i lan to make this change within o months														
Do not plan to make this change	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%

Q25B. Please indicate whether you have m	1		operational t	_								_	. -	
			Т	Indus	try	1	T	LIA M	ember	Com	pany	Compa	ny after Pa	indemic
	Total	Engineering and Construction	Food/ Beverage/ Retail	Financial	Manufacturing/ Wholesale & Distribution	Service	Education/ Healthcare	Yes	No	50 or less	51 or more	Stronger	Survive	Taken large tol
Already made this change	55%	70%	33%	38%	56%	60%	45%	47%	65%	68%	46%	46%	66%	50%
Plan to make this change within 6 months	45%	30%	67%	63%	44%	40%	55%	53%	35%	32%	54%	54%	34%	50%
Do not plan to make this change	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
Q25A_1. Please indicate whether you plan	to koo	the changes you h	avo mado or	nlan to ma	ko indofinitoly: In	crossed a	hility for om	alovoos	tower	k at ba	ma			
Q25A_1. Please indicate whether you plan	lo keep	the changes you i	iave illaue oi	Indus		Li easeu a	bility for enig		ember		pany	Compa	ny after Pa	ndemic
								2.7 (101			puny	Соттра	ily ditter i d	
		Engineering and	Food/ Beverage/		Manufacturing/ Wholesale &		Education/			50 or	51 or			Taken
	Total	Construction	Retail	Financial	Distribution	Service	Healthcare	Yes	No	less	more	Stronger	Survive	large toll
Yes, plan to keep this change indefinitely	73%	67%	100%	85%	53%	75%	70%	74%	71%	74%	72%	76%	73%	67%
No, do not plan to keep this change	27%	33%	0%	15%	47%	25%	30%	26%	29%	26%	28%	24%	27%	33%
Q25B_1. Please indicate whether you plan	to koor	the changes you b	avo mado or	nlan to ma	ko indofinitoly: Po	ducad an	acust of offic	o cnace						
Q23B_1. Please illulcate whether you plan	lo keel	the changes you n	ave made or	Indus		uuceu an	iount of onic	LIA M		Com	pany	Compa	ny after Pa	ndemic
			Food/	maas	Manufacturing/			LIXIV	ciniber	Com	puny	Соттра	ny unter ru	
		Engineering and	Beverage/		Wholesale &		Education/			50 or	51 or			Taken
	Total	Construction	Retail	Financial	Distribution	Service	Healthcare	Yes	No	less	more	Stronger	Survive	large toll
	IUtai	COMST. action												
Yes, plan to keep this change indefinitely	86%	80%	100%	87%	100%	83%	91%	86%	85%	83%	89%	97%	83%	74%

Q26. Do you plan to require your employees	s - anv	that work onsite at	all - to get t	he COVID-1	9 vaccine, or not?									
	<u>,</u>			Indus	-			LIA M	ember	Com	pany	Compa	ny after Pa	ndemic
Yes	Total	Engineering and Construction 28%	Food/ Beverage/ Retail	Financial 24%	Manufacturing/ Wholesale & Distribution 39%	Service 32%	Education/ Healthcare 42%	Yes 28%	No 36%	50 or less 36%	51 or more 28%	Stronger 28%	Survive 36%	Taken large toll 33%
No	67%	72%	66%	76%	61%	68%	58%	72%	64%	64%	72%	72%	64%	67%
Q26A. Do you plan to get the vaccine yourse	elf?			Indus	try			ша м	ember	Com	nany	Compa	ny after Pa	ndemic
				Illuus	l y			LIA IVI	Cilibei	Com	parry	Compa	ily aitei Fa	linderinc
	Total	Engineering and Construction	Food/ Beverage/ Retail	Financial	Manufacturing/ Wholesale & Distribution	Service	Education/ Healthcare	Yes	No	50 or less	51 or more	Stronger	Survive	Taken large toll
Yes	88%	84%	83%	91%	91%	87%	92%	88%	87%	89%	86%	91%	90%	78%
No	13%	16%	17%	9%	9%	13%	8%	12%	13%	11%	14%	9%	10%	22%
Q27. Do you think that New York State has	been re	eopening the econo	pmy too quicl	kly, too slov Indus	try Manufacturing/	e right pa		LIA M	ember	Com	,	Compa	ny after Pa	ndemic
	Total	Engineering and	Beverage/	Financial	Wholesale & Distribution	Comico	Education/	Vas	Na	50 or		Chuamaau	Commission	Taken
Too guckly	Total 6%	Construction 7%	Retail 2%	6%	9%	Service 5%	Healthcare 11%	Yes 4%	No 7%	less 6%	more 5%	Stronger 4%	Survive 7%	large toll
Too slowly	55%	53%	57%	62%	56%	56%	42%	55%	54%	53%	54%	56%	49%	63%
At about the right pace	39%	40%	40%	32%	34%	40%	47%	41%	38%	41%	41%	40%	43%	31%
Q28. Which of the following do you most ex	pect to	be true of your bu	isiness when	•		hreat?		LIA M		Com		Commo	ny after Pa	
				Indus	LI y			LIA W	emper	com	pany	Compa	ny arter Pa	lituemic
		Engineering and	Food/ Beverage/		Manufacturing/ Wholesale &		Education/	Vaa	N.	50 or		St		Taken
	Total	Construction	Retail	Financial	Distribution	Service	Healthcare	Yes	No	less	more	Stronger	Survive	large toll
Stronger	34%	•	17%	Financial 65%	41%	25%	42%	47%	25%	24%	56%	100%	0%	0%
Stronger Survive Taken large toll		Construction												_

				Indus	stry			LIA M	ember	Com	pany	Compa	ny after Pa	ndemic
	Total	Engineering and Construction	Food/ Beverage/ Retail	Financial	Manufacturing/ Wholesale & Distribution	Service	Education/ Healthcare	Yes	No	50 or less	51 or more	Stronger	Survive	Taken
Almost certain	18%	12%	31%	3%	6%	20%	19%	6%	25%	20%	10%	10%	15%	34%
Very likely	24%	33%	21%	18%	29%	23%	25%	26%	23%	25%	22%	17%	28%	27%
Somewhat likely	31%	29%	31%	18%	26%	34%	36%	30%	32%	35%	26%	25%	36%	31%
Not very likely	24%	24%	17%	58%	35%	20%	19%	35%	17%	19%	38%	43%	19%	7%
Not at all likely	3%	2%	0%	3%	3%	4%	0%	3%	3%	2%	4%	5%	2%	1%
Q30A. If New York's tax rate or	n individuals with in	come more than \$1	million incre	eased from Indus	· · · · · · · · · · · · · · · · · · ·	how likely	y would you	1	ove yo ember		nary res pany		of New Yo	
	Total	Engineering and Construction	Food/ Beverage/ Retail	Financial	Manufacturing/ Wholesale & Distribution	Service	Education/ Healthcare	Yes	No	50 or less	51 or more	Stronger	Survive	Taken
Very likely	13%	14%	10%	15%	19%	13%	3%	9%	15%	12%	10%	10%	12%	17%
Somewhat likely	16%	14%	3%	30%	25%	13%	29%	20%	13%	12%	23%	18%	12%	19%
Not very likely	22%	29%	23%	30%	19%	19%	26%	26%	19%	20%	27%	25%	21%	18%
Not at all likely	50%	43%	65%	24%	38%	56%	43%	45%	53%	56%	41%	46%	54%	46%
140t at all likely	3070	4370	03/0	24/0	3670	3070	73/0	73/0	3370	3070	71/0	40/0	3470	4070
											l			1
Q30B. If New York's tax rate or	ı individuals with in	come more than \$1	million incre	eased from	8.82% to 10.75%,	how likely	y would you l	be to m	ove yo	ur busi	ness ou	ıt of New Y	ork State?	
Q30B. If New York's tax rate or	ı individuals with in	come more than \$1	million incre	eased from Indus		how likely	y would you l		ove yo ember	ur busi Com			ork State? ny after Pa	
Q30B. If New York's tax rate or	i individuals with in	come more than \$1	Food/ Beverage/			how likely	y would you l				pany			
Q30B. If New York's tax rate or	individuals with in		Food/		Manufacturing/	how likely	,	LIA M		Com	pany			ndemic
Q30B. If New York's tax rate or		Engineering and	Food/ Beverage/	Indus	Manufacturing/ Wholesale &		Education/	LIA M	ember	Com 50 or	pany 51 or	Compa	ny after Pa	ndemic Taken
	Total	Engineering and Construction	Food/ Beverage/ Retail	Indus Financial	Manufacturing/ Wholesale & Distribution	Service	Education/ Healthcare	LIA M	ember No	50 or less	51 or more	Compa Stronger	ny after Pa	Taken large to
Very likely	Total 9%	Engineering and Construction 0%	Food/ Beverage/ Retail 8%	Financial	Manufacturing/ Wholesale & Distribution 22%	Service	Education/ Healthcare 3%	Yes	No 13%	50 or less	51 or more 6%	Compa Stronger 6%	Survive	Taken large to

Q30C. If New York's tax rate on individuals with income more than \$1 million increased from 8.82% to 10.75%, how likely would you be to refrain from hiring employees even as a recovery takes place? LIA Member **Company after Pandemic** Industry Company Food/ Manufacturing/ Wholesale & 51 or **Engineering and** Beverage/ Education/ 50 or Taken **Total** Construction Retail **Financial** Distribution Service Healthcare Yes No less more Stronger Survive large toll Very likely 18% 16% 24% 8% 25% 20% 12% 9% 20% 26% 10% 25% 12% 28% Somewhat likely 23% 22% 25% 15% 25% 27% 24% 21% 29% 18% 21% 17% 25% 27% Not very likely 21% 34% 23% 36% 25% 15% 18% 27% 17% 18% 27% 28% 20% 13% 38% Not at all likely 41% 28% 24% 25% 45% 38% 36% 40% 36% 46% 35% 33% 41% Q31. Do you think your company will be in business on Long Island ten years from today or not? Industry LIA Member Company **Company after Pandemic** Food/ Manufacturing/ **Engineering and** Wholesale & Education/ 51 or Taken Beverage/ 50 or Construction Distribution Healthcare more Stronger Total Retail **Financial** Service Yes No Survive large toll less 49% 72% 33% 80% 41% Yes 76% 24% 67% 31% 49% 46% 37% 80% 17% No 16% 2% 33% 12% 34% 12% 17% 22% 8% 6% 16% 29% 7% 19% 35% 21% Don't know 43% 21% 34% 39% 37% 21% 45% 44% 12% 13% 43% 53% Q32.Please select your gender: Industry **LIA Member** Company **Company after Pandemic** Food/ Manufacturing/ Wholesale & 50 or | 51 or **Engineering and** Beverage/ Education/ Taken Construction **Financial** Distribution Service Healthcare more Stronger large toll Total Retail Yes No less Survive Male 68% 81% 60% 78% 94% 63% 60% 80% 61% 62% 79% 75% 66% 62% **Female** 32% 19% 40% 22% 6% 37% 40% 20% 39% 38% 21% 25% 34% 38%

Q33. How would you describe your r	ace/ethnicity	>												
Q33. How would you describe your		Industry						LIA Member		Company		Company after Pandemic		
	Total	Engineering and Construction	Food/ Beverage/ Retail	Financial	Manufacturing/ Wholesale & Distribution	Service	Education/ Healthcare	Yes	No	50 or less	51 or more	Stronger	Survive	Taken large toll
White	90%	90%	86%	97%	94%	89%	91%	94%	88%	89%	93%	91%	94%	82%
African-American	2%	2%	7%	0%	0%	2%	0%	1%	3%	2%	3%	2%	1%	5%
Hispanic	3%	2%	2%	0%	0%	4%	3%	3%	3%	2%	3%	3%	1%	5%
Asian	3%	5%	2%	3%	3%	3%	3%	2%	4%	5%	0%	3%	3%	5%
Other	2%	0%	2%	0%	3%	2%	3%	1%	2%	1%	1%	0%	2%	4%
Q34. Are you currently a member of t	the Long Islan	d Association (LIA)	 ?											
		Industry						LIA M	ember	r Company		Company after Pandemic		
			Food/		Manufacturing/									
		Engineering and	Beverage/		Wholesale &		Education/			50 or	51 or			Taken
	Total	Construction	Retail	Financial	Distribution	Service	Healthcare		No	less	more	Stronger	Survive	large toll
Yes	40%	50%	10%	69%	29%	40%	43%	100%	0%	23%	79%	55%	40%	16%
No	60%	50%	90%	31%	71%	60%	57%	0%	100%	77%	21%	45%	60%	84%
Q35. Approximately how many empl	oyees do you	have in all Long Isl	and location	s?										
		Industry						LIA M	ember	Company		Company after Pandemic		
		Engineering and	Food/ Beverage/		Manufacturing/ Wholesale &		Education/			50 or	51 or			Taken
	Total	Construction	Retail	Financial	Distribution	Service	Healthcare		No	less	more	Stronger	Survive	large toll
50 or less	70%	49%	95%	50%	76%	72%	67%	40%	90%	100%	0%	50%	78%	84%
51 or more	30%	51%	5%	50%	24%	28%	33%	60%	10%	0%	100%	50%	22%	16%
Q36. Do you offer a pension or 401K	to your emplo	oyees?		l		1		l	1		l	l		
		Industry						LIA M	Member Com		pany	ny Company after Pandemic		
		Engineering and	Food/ Beverage/		Manufacturing/ Wholesale &		Education/			50 or	51 or			Taken
	Total	Construction	Retail	Financial	Distribution	Service	Healthcare	Yes	No	less	more	Stronger	Survive	large toll
Yes	56%	79%	14%	97%	63%	53%	57%	84%	37%	39%	95%	78%	53%	31%
No	44%	21%	86%	3%	38%	47%	43%	16%	63%	61%	5%	22%	47%	69%