



**CANADIAN FEDERATION
OF INDEPENDENT BUSINESS**

In business for your business™

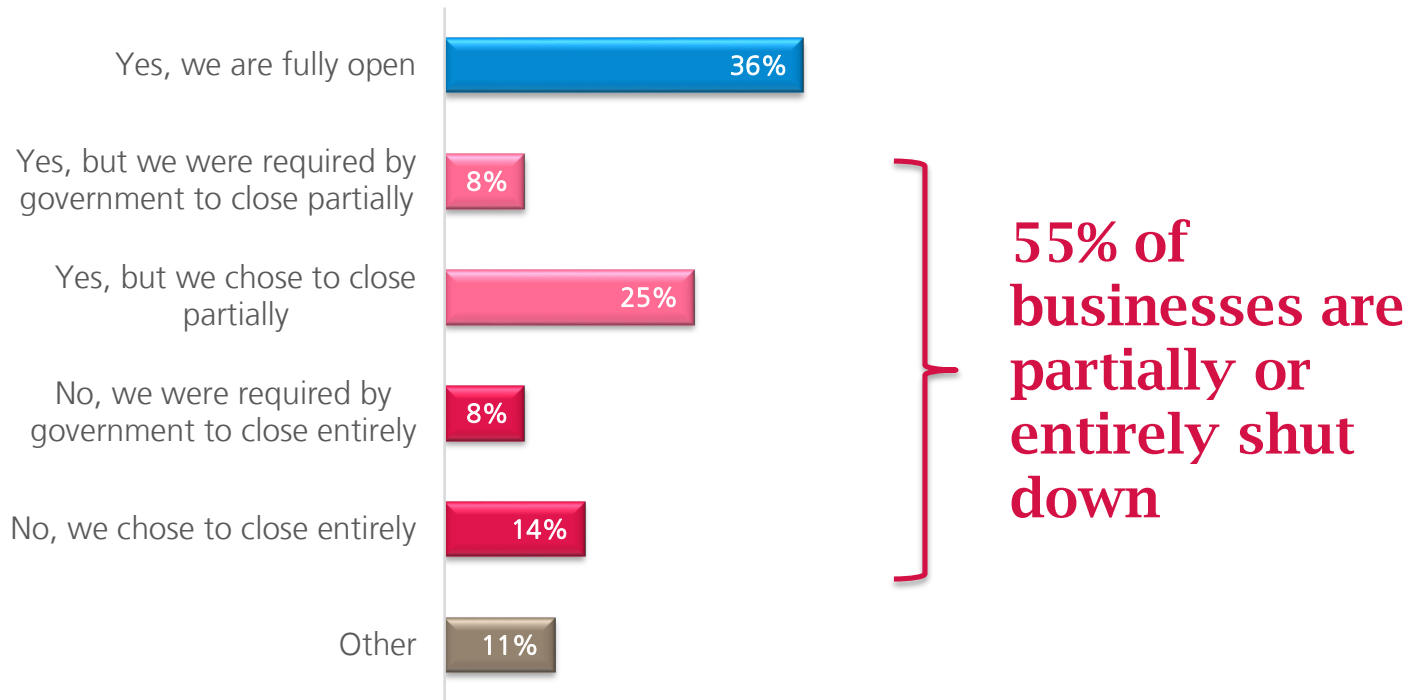
Your Business and COVID-19 Survey - Part Two

Preliminary Results as of March 23, 2020

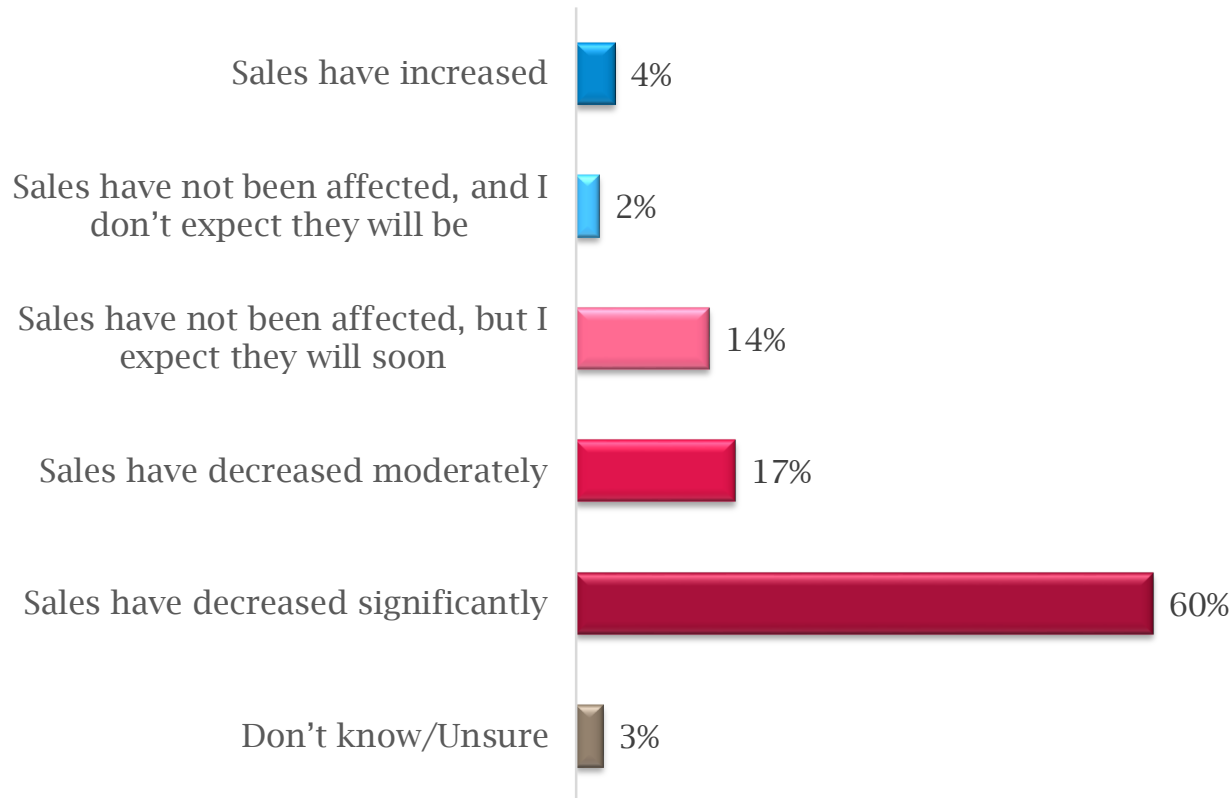
Methodology

- Online survey started March 20.
- So far, it has received 11,283 responses from small business across Canada.
- For comparison purposes, a probability sample with the same number of respondents would have a margin of error of +/-0.9%, 19 times out of 20.
- Note on the next pages: The percentage of responses in charts may not always add up to 100%, due to rounding.

Is your business still open? (Select one answer only)

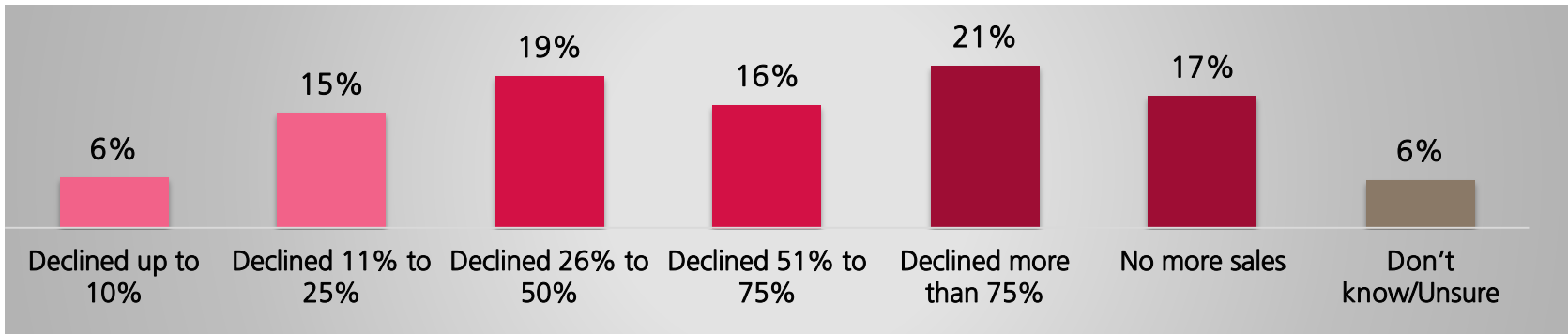


How has COVID-19 affected your business sales? (Select one answer only)



60% have seen a significant drop in sales

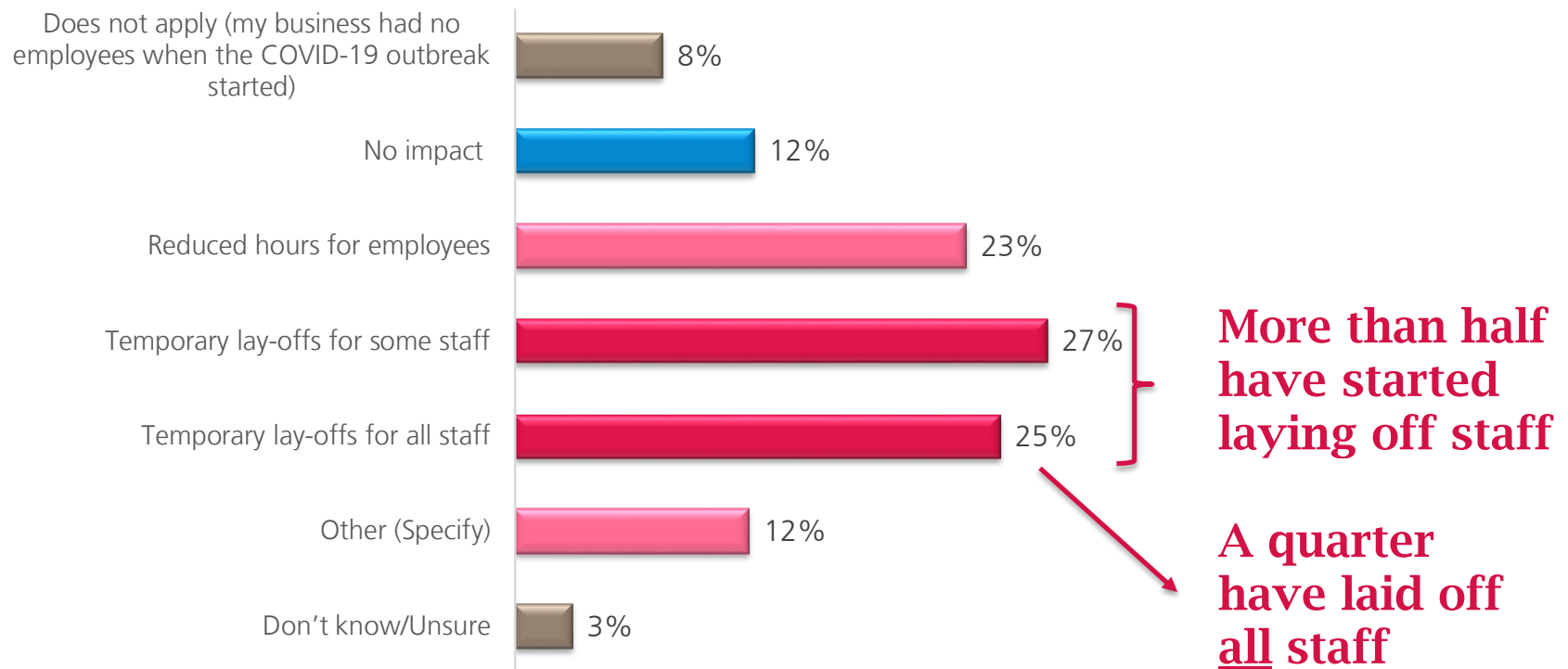
How have your gross sales revenues changed since the start of the COVID-19 outbreak (i.e. early January 2020)? (Select one answer only)



**More than one
third report a
reduction in
revenues greater
than 75%**

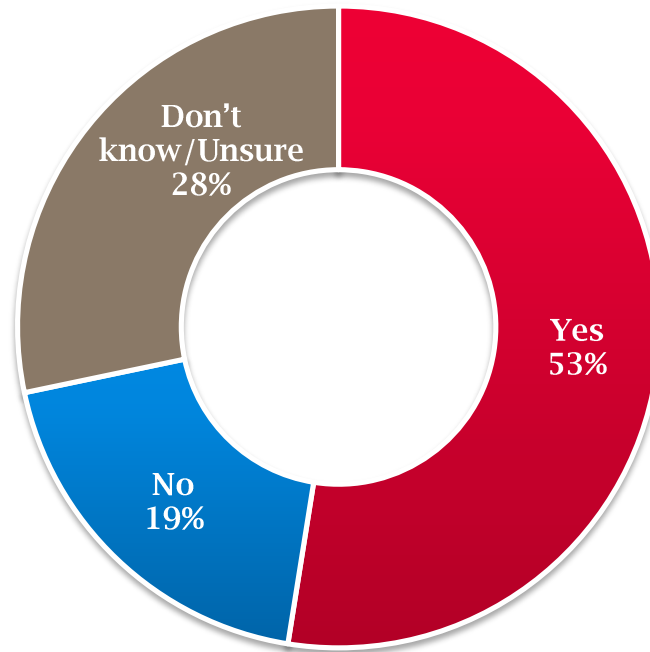
Note: only respondents who indicated in a previous survey question that their sales had decreased answered that question.

How has COVID-19 affected employment in your business? (Select as many as apply)

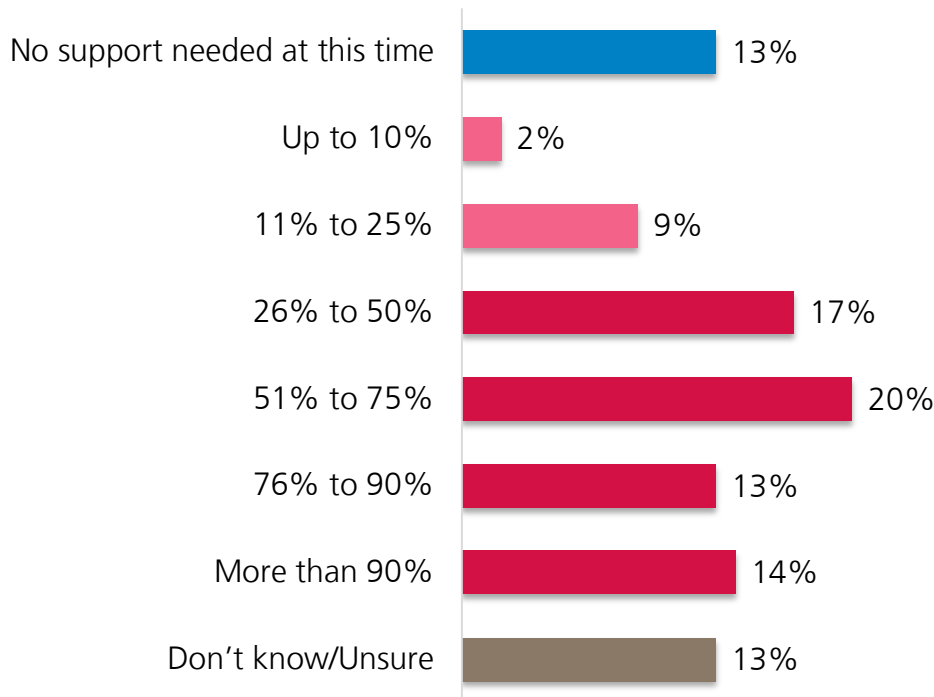


Note: instruction was “select as many as apply”, however certain answer choices could not be combined (“No impact”, etc.).

With your current level of sales, will your business be forced to consider any or more layoffs in the next 2 weeks? (Select one answer only)

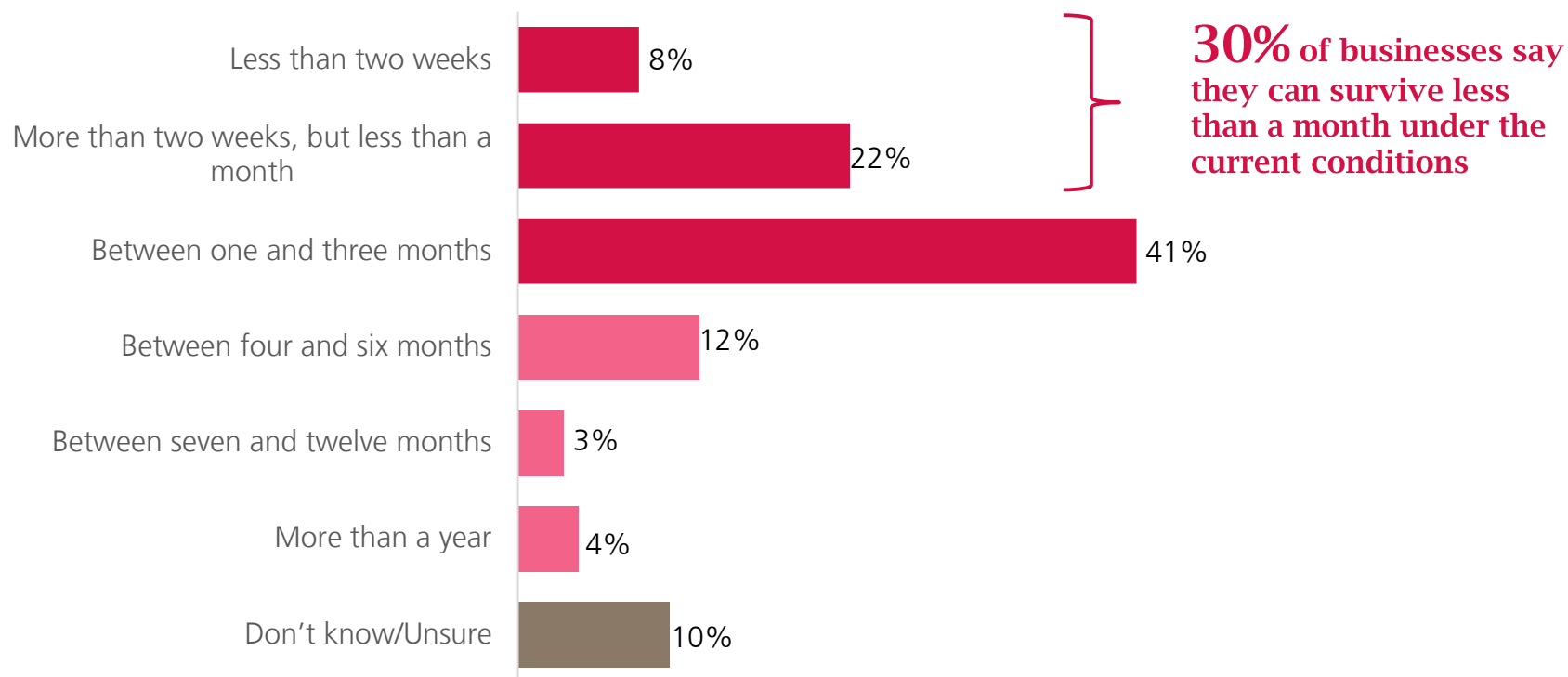


What percent of your total wage bill do you need government to cover in order to allow you to keep your employment at the level it was before the start of the COVID-19 outbreak (i.e. early January 2020)? (Select one answer only)



CFIB asks for 75% minimal wage support (like UK, Denmark, etc.), which would address the needs of 61% of businesses

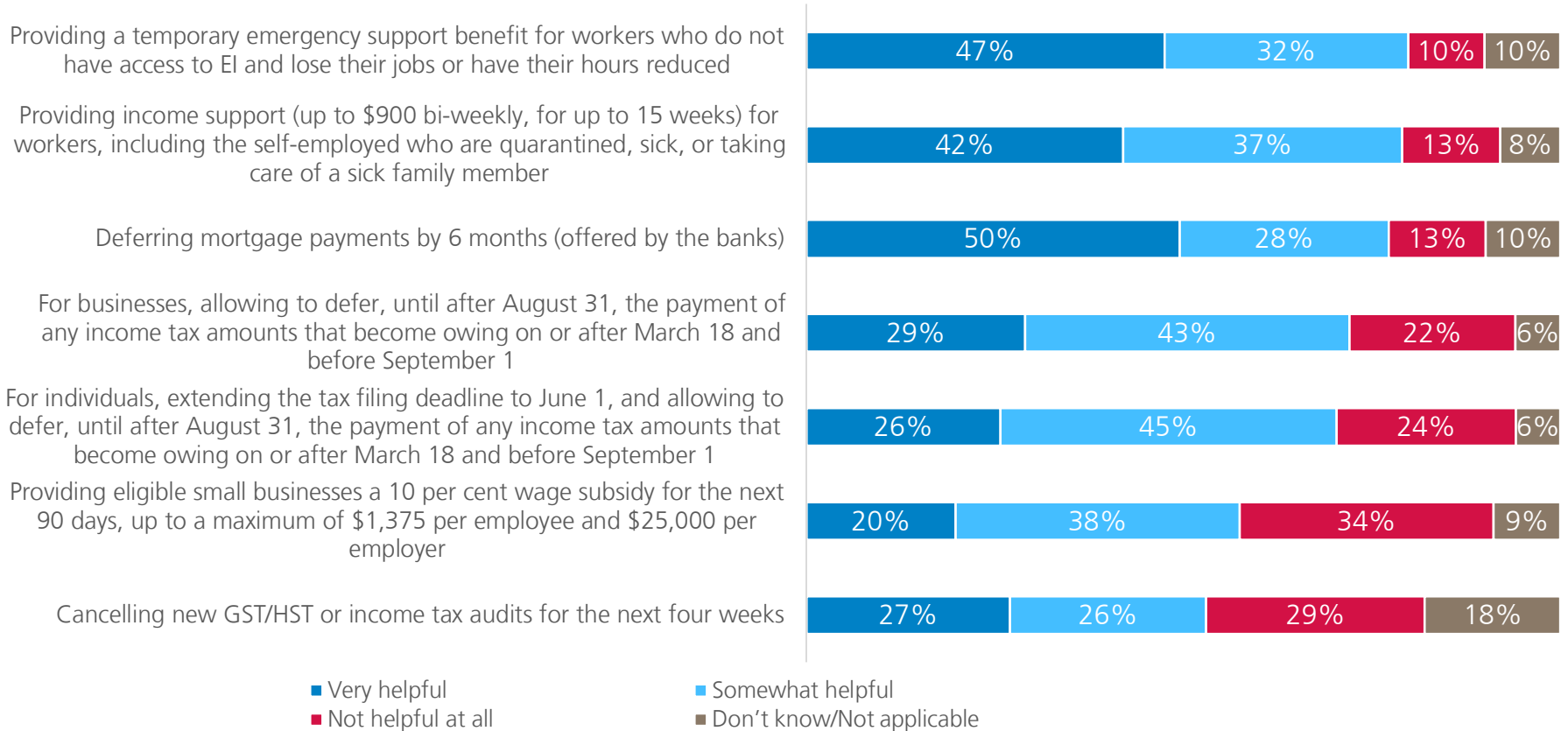
If COVID-19 continues to pose a serious challenge, how long can your business survive in the current context without additional support from government? (Select one answer only)



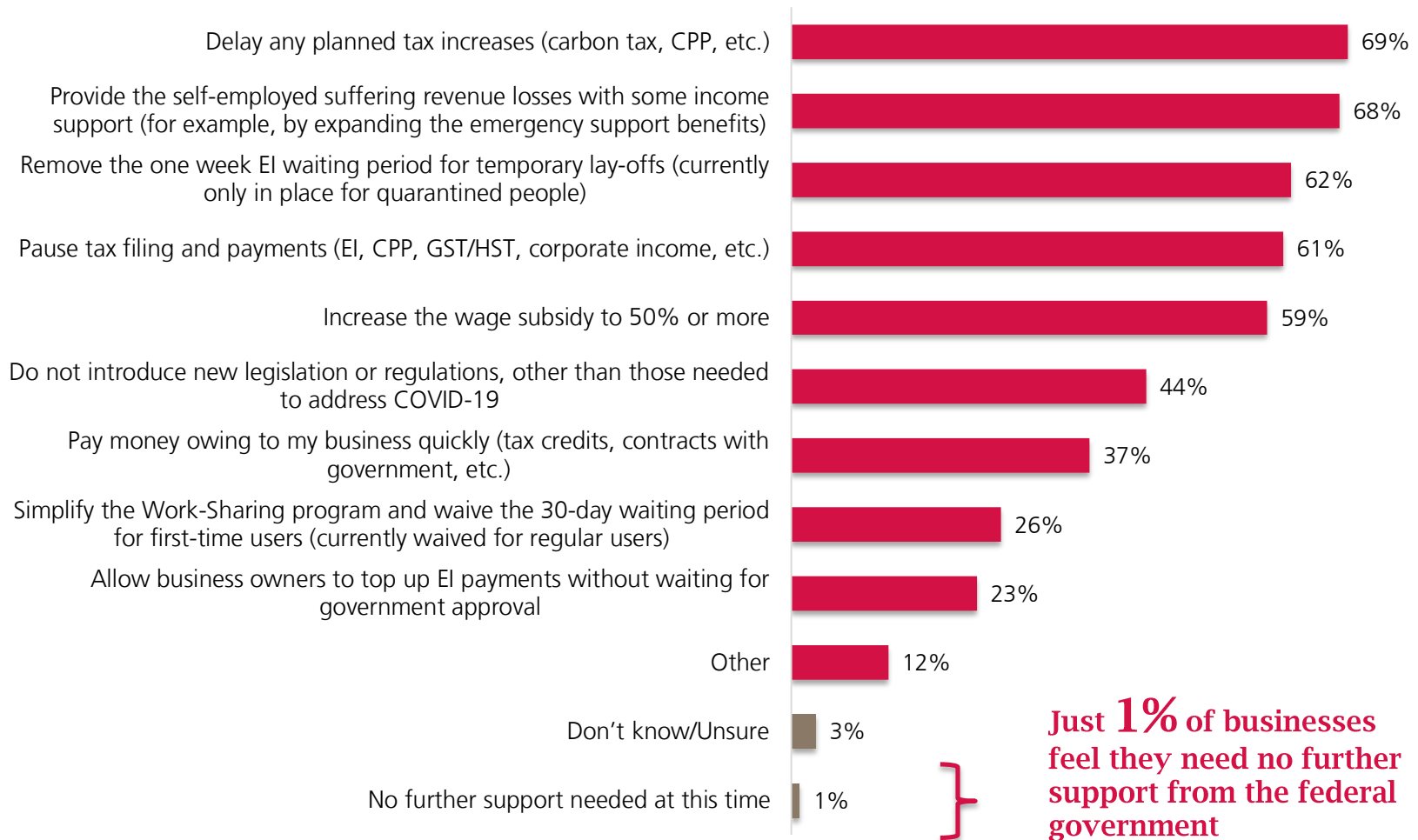
Are you in a position to tell us how much COVID-19 disruptions have cost your business *to date* (extra costs, lost sales, production slowed or halted, plans cancelled, etc.)?

	YK	PEI	NB	QC	SK	NS	BC	NAT	MB	ON	NL	AB	NWT
Respondents	4	46	237	1,135	179	203	628	5,767	211	2,485	82	553	4
Mean	\$21,250	\$54,617	\$56,302	\$72,378	\$74,820	\$76,984	\$85,663	\$135,750	\$143,879	\$144,500	\$147,814	\$353,131	\$1,280,250

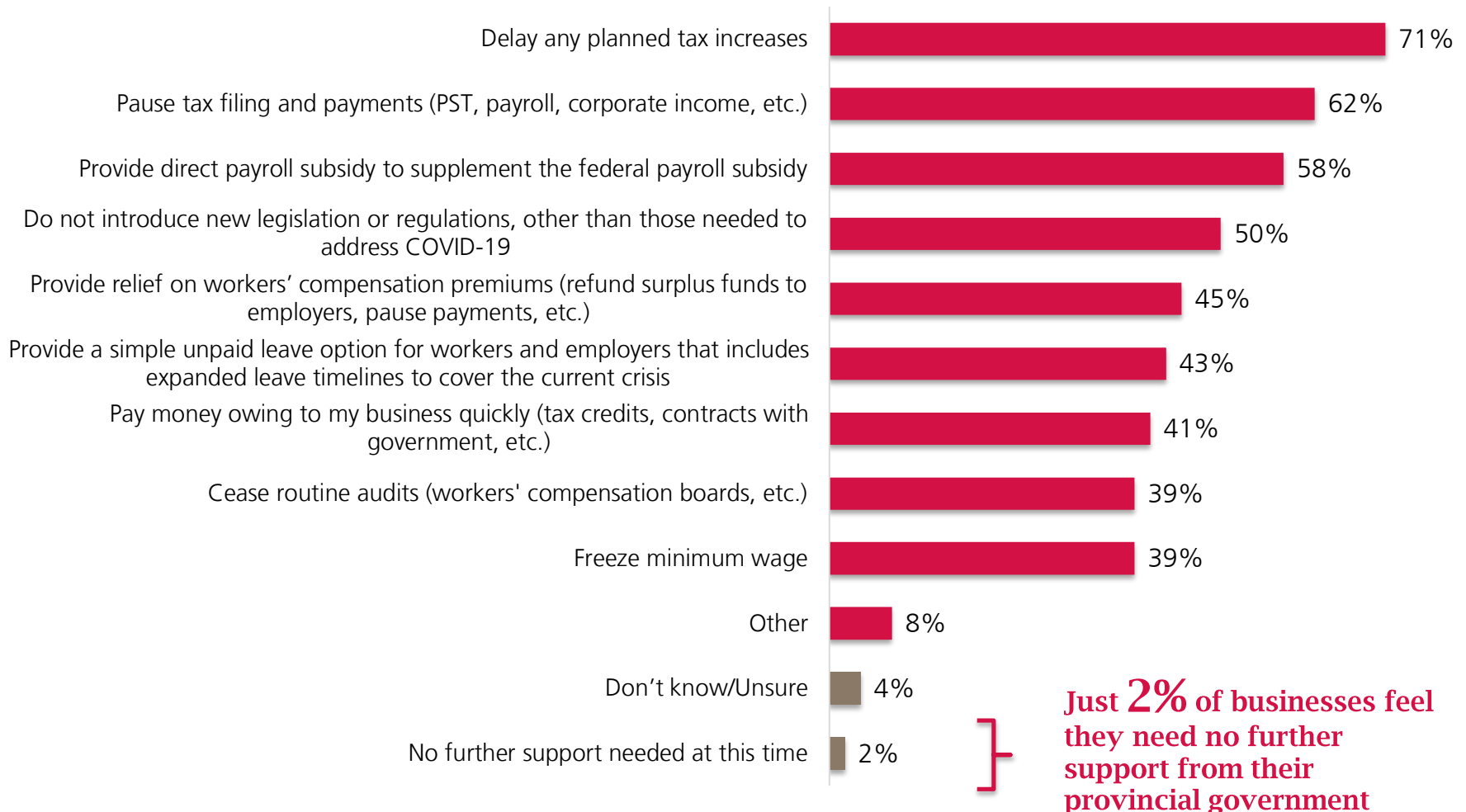
How helpful do you think the following announced economic measures will be to your business or its employees? (Select one for each line)



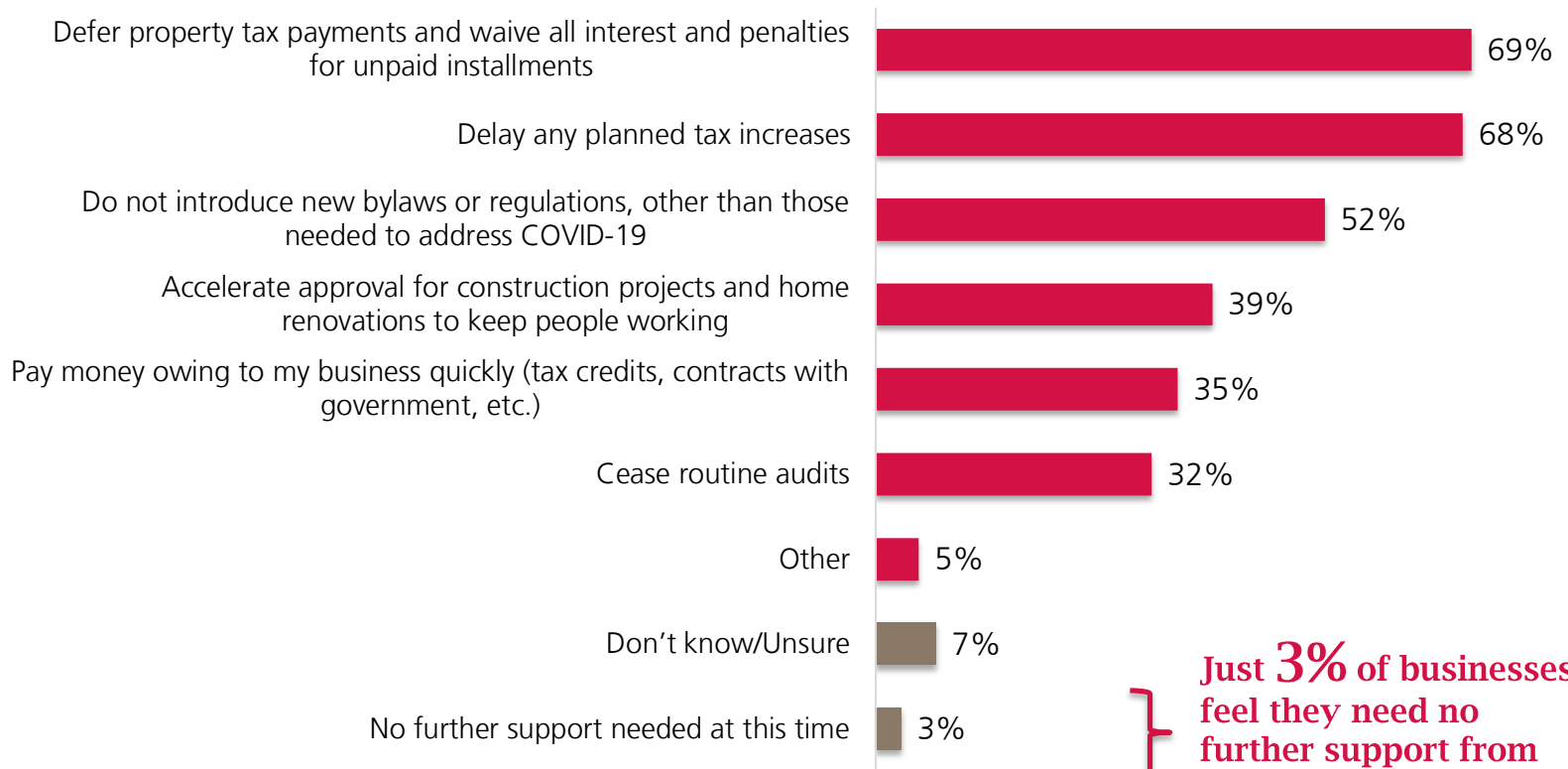
What else should the **federal government** do to support your business? (Select all that apply)



What should your provincial government do to support your business? (Select all that apply)



What should your **local government** do to support your business? (Select all that apply)



Just **3%** of businesses feel they need no further support from their local government