



**CANADIAN FEDERATION  
OF INDEPENDENT BUSINESS**

*In business for your business™*

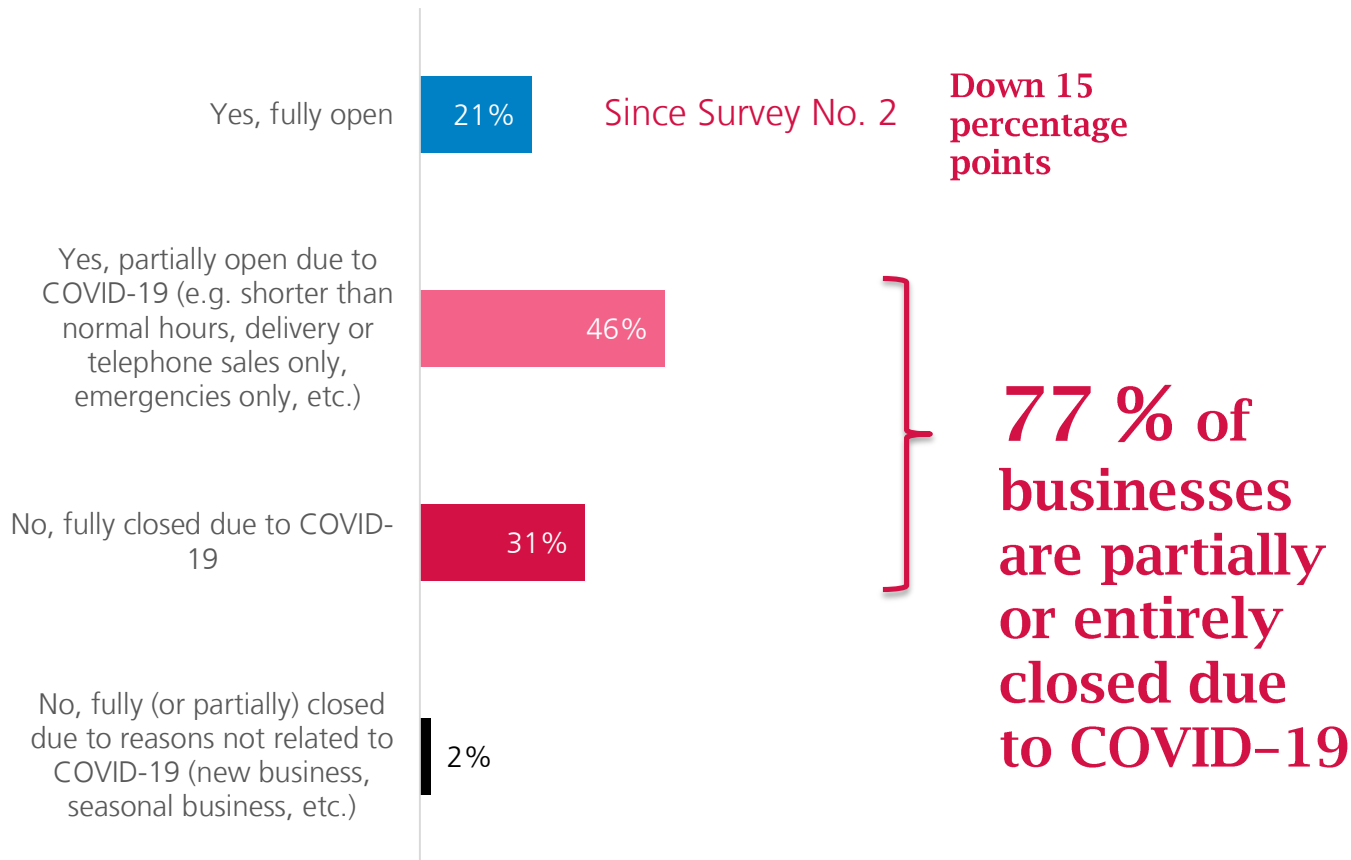
# Your Business and COVID-19 Survey - Part Three

*Preliminary Results as of March 30, 2020*

# Methodology

- Online survey started March 27.
- So far, it has received 9,678 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 +/-1.0%, 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.

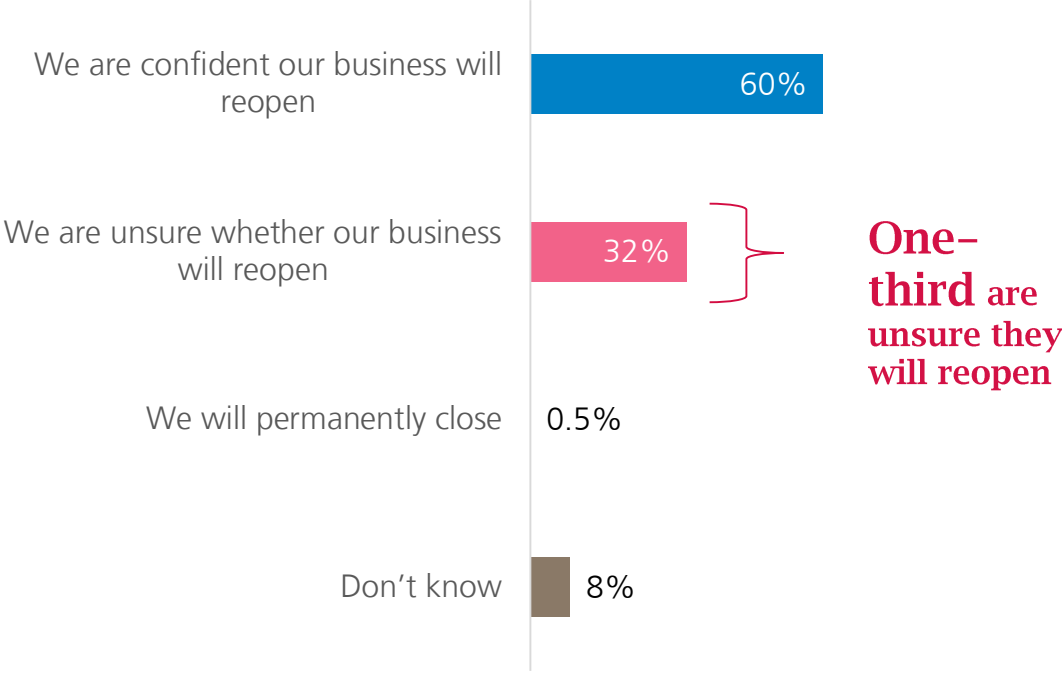
# As of today, is your business still open?



Source: CFIB, Your Business and COVID-19 – Survey Number Three, March 2020, preliminary results, n = 9,678.

Note: The percentage of responses may not always add up to 100%, due to rounding.

# You indicated your business is currently fully closed due to COVID-19. What are your business intentions once the COVID-19 emergency is over?



Source: CFIB, Your Business and COVID-19 – Survey Number Three, March 2020, preliminary results, n = 2,952.

Notes:

- The percentage of responses may not always add up to 100%, due to rounding
- Only respondents who answered that their business is currently fully closed due to COVID-19.

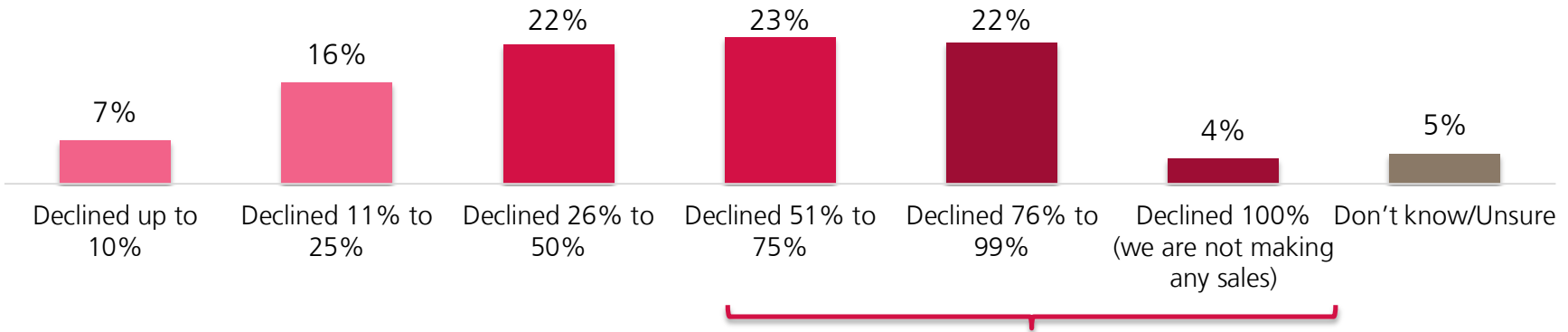
# How has COVID-19 affected your business sales?



Source: CFIB, Your Business and COVID-19 – Survey Number Three, March 2020, preliminary results, n = 6,716.

Note: The percentage of responses may not always add up to 100%, due to rounding.

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



- Of those experiencing a decline greater than 50%:**
- 23% experiencing a decline of 51% to 75%;
  - 22% experience a decline of 76% to 99%
  - 4% are no longer making any sales.

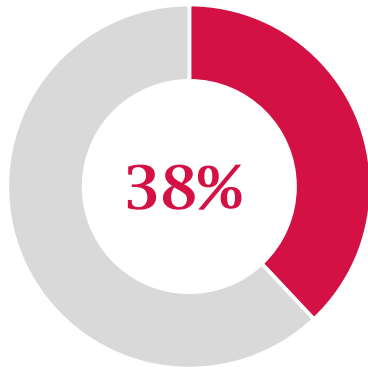
Source: CFIB, Your Business and COVID-19 – Survey Number Three, March 2020, preliminary results, n = 5,170.

Note: The percentage of responses may not always add up to 100%, due to rounding.

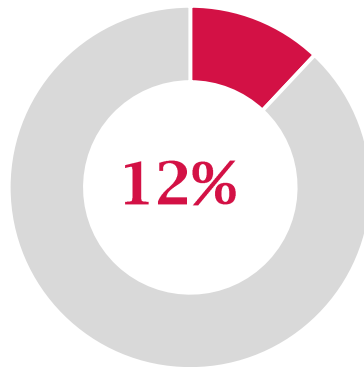
Note: Only respondents who indicated they had experienced a decrease in revenues.

# How is COVID-19 affecting employment in your business?

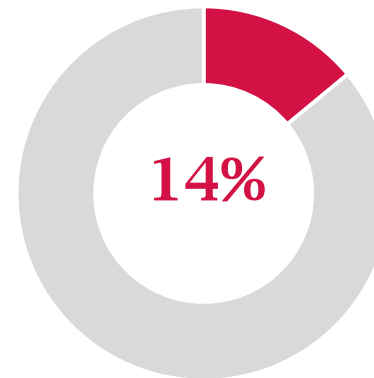
Laid off some, but not all staff



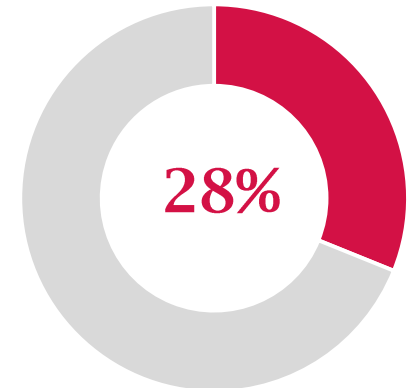
Laid off all staff



Will lay off, some or all staff in the next 7 days



Reduced hours for employees



**50% of businesses have laid off staff**

Source: CFIB, Your Business and COVID-19 – Survey Number Three, March 2020, preliminary results, n = 6,649.

Note: The percentage of responses may not always add up to 100%, due to rounding.

**CFIB is trying to track the costs of COVID-19 for the Canadian business community. 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.)?**

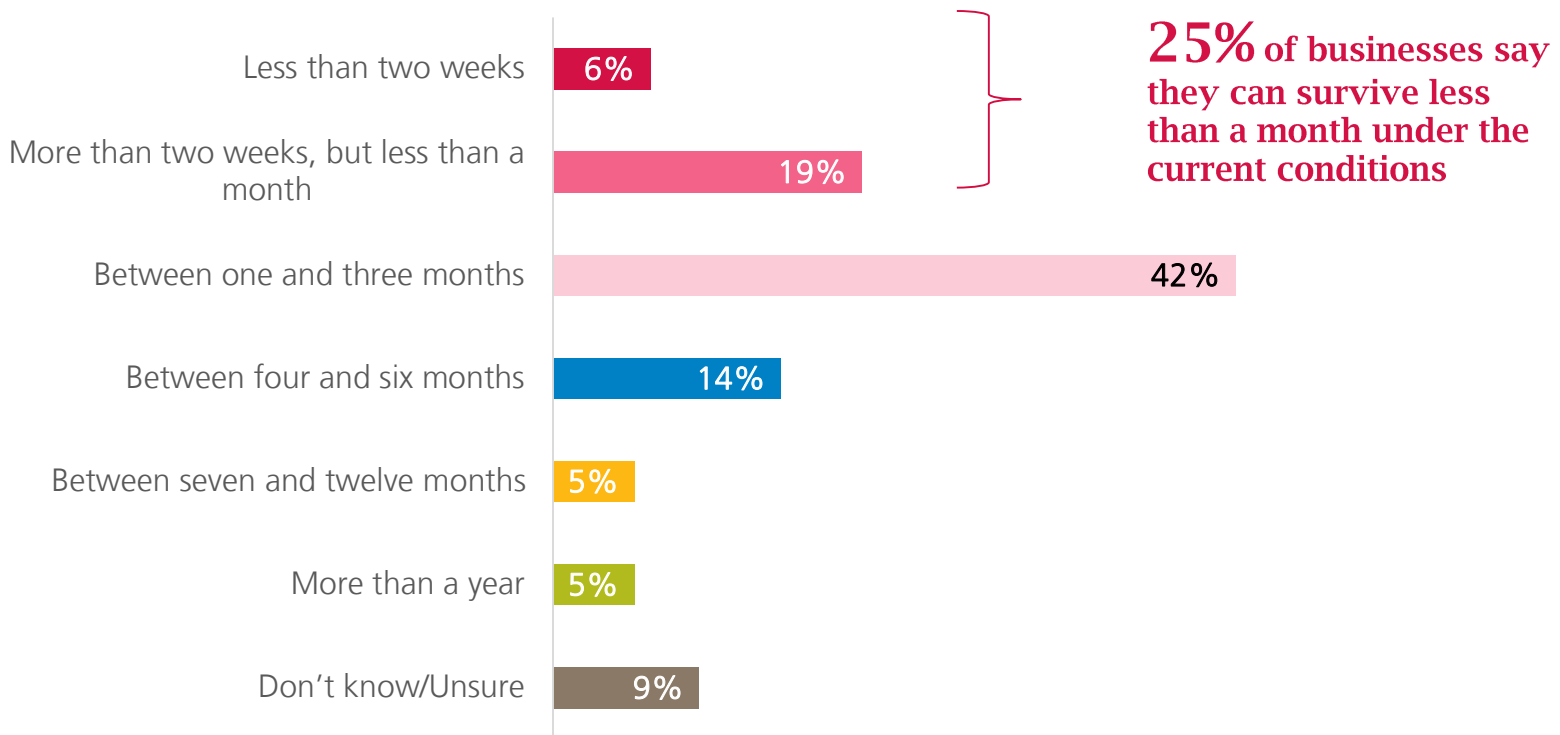
**By Province**

	YK	NB	NS	NWT	MB	QC	SK	NAT	ON	BC	NL	AB	PEI
Respondents	7	208	222	7	199	1,124	182	5,611	2,367	643	81	537	34
Mean	\$57,857	\$61,314	\$95,735	\$102,143	\$131,416	\$154,553	\$155,755	\$160,314	\$162,788	\$176,767	\$181,285	\$214,367	\$217,676

Source: CFIB, *Your Business and COVID-19 – Survey Number Three, March 2020, preliminary results, n=5,611.*



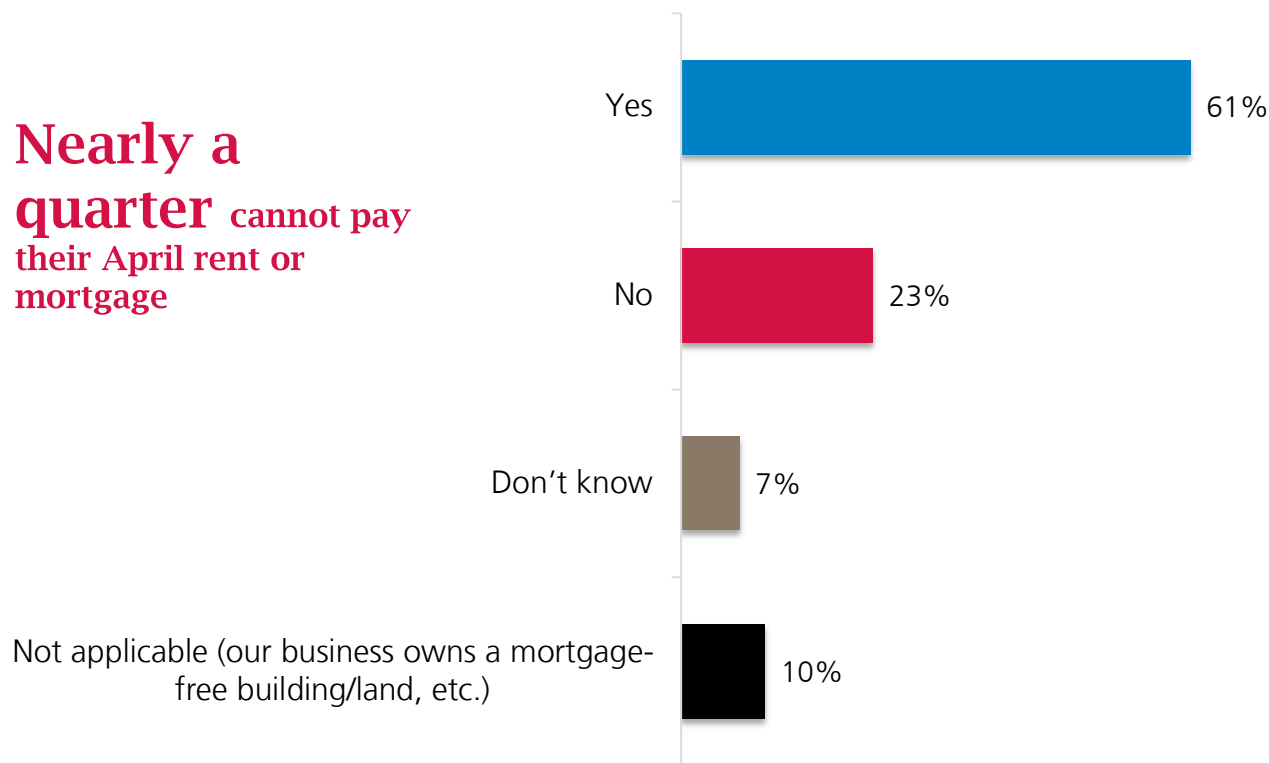
# If COVID-19 continues to pose a serious challenge, how long can your business survive in the current context without additional support from government?



Source: CFIB, Your Business and COVID-19 – Survey Number Three, March 2020, preliminary results, n = 9,361.

# Is your business in a position to pay its rent/mortgage for April?

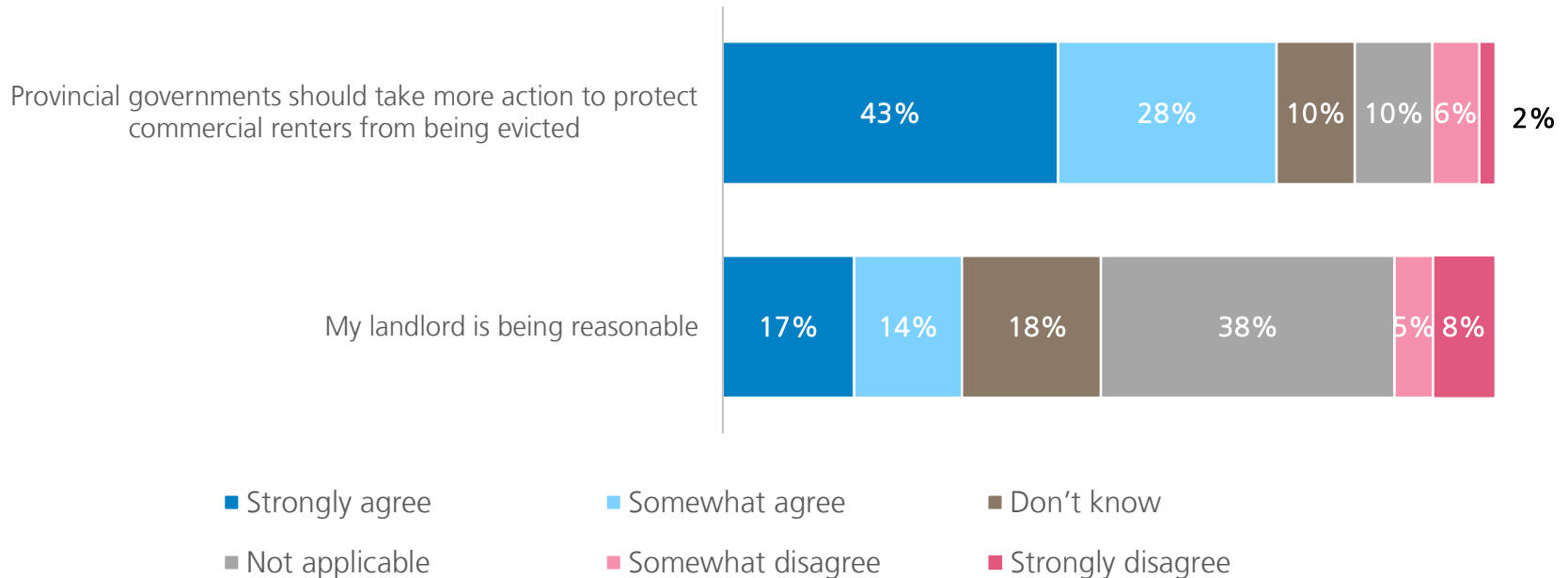
**Nearly a quarter cannot pay their April rent or mortgage**



Source: CFIB, Your Business and COVID-19 – Survey Number Three, March 2020, preliminary results, n = 9,367.

Note: The percentage of responses may not always add up to 100%, due to rounding.

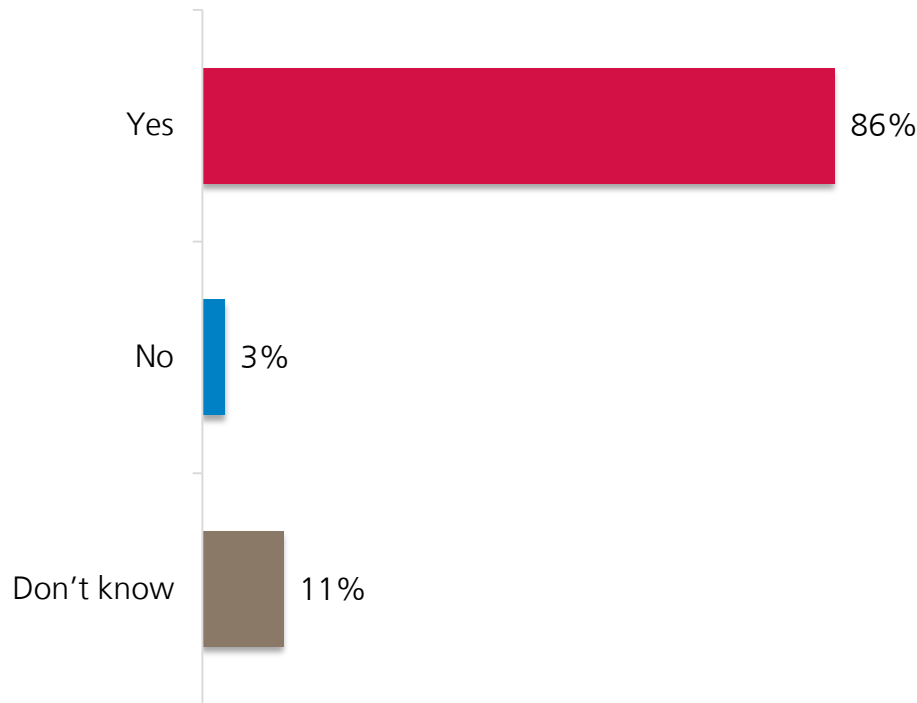
# Please indicate your level of agreement with the following statements regarding your business.



Source: CFIB, Your Business and COVID-19 – Survey Number Three, March 2020, preliminary results, “Provincial governments should take more action to protect commercial renters from being evicted” n = 7,481; “My landlord is being reasonable” n = 9,060.

Note: The percentage of responses may not always add up to 100%, due to rounding.

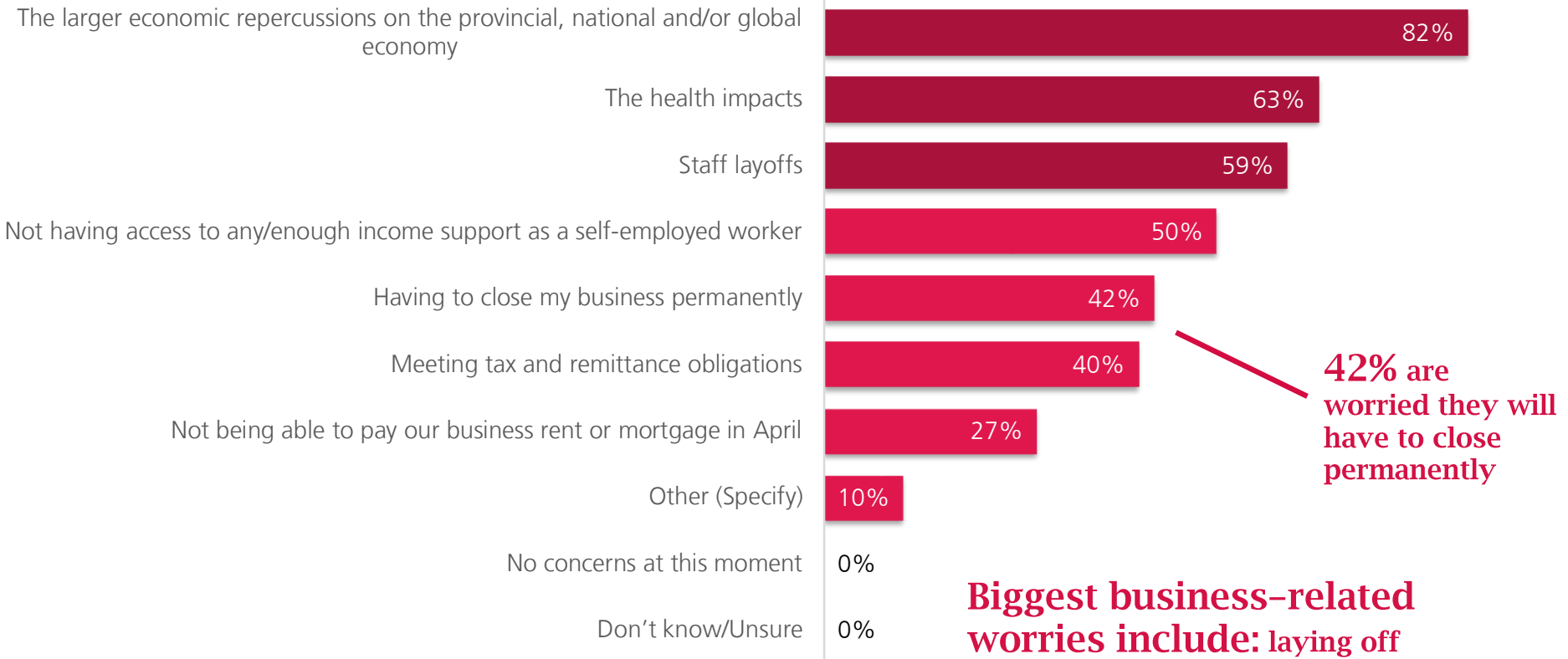
# Should governments give emergency money to businesses that have been significantly affected by COVID-19 (forced closure, significant revenue losses) to help cover their rent, mortgage or other fixed costs?



Source: CFIB, *Your Business and COVID-19 – Survey Number Three, March 2020, preliminary results, n = 9,333.*

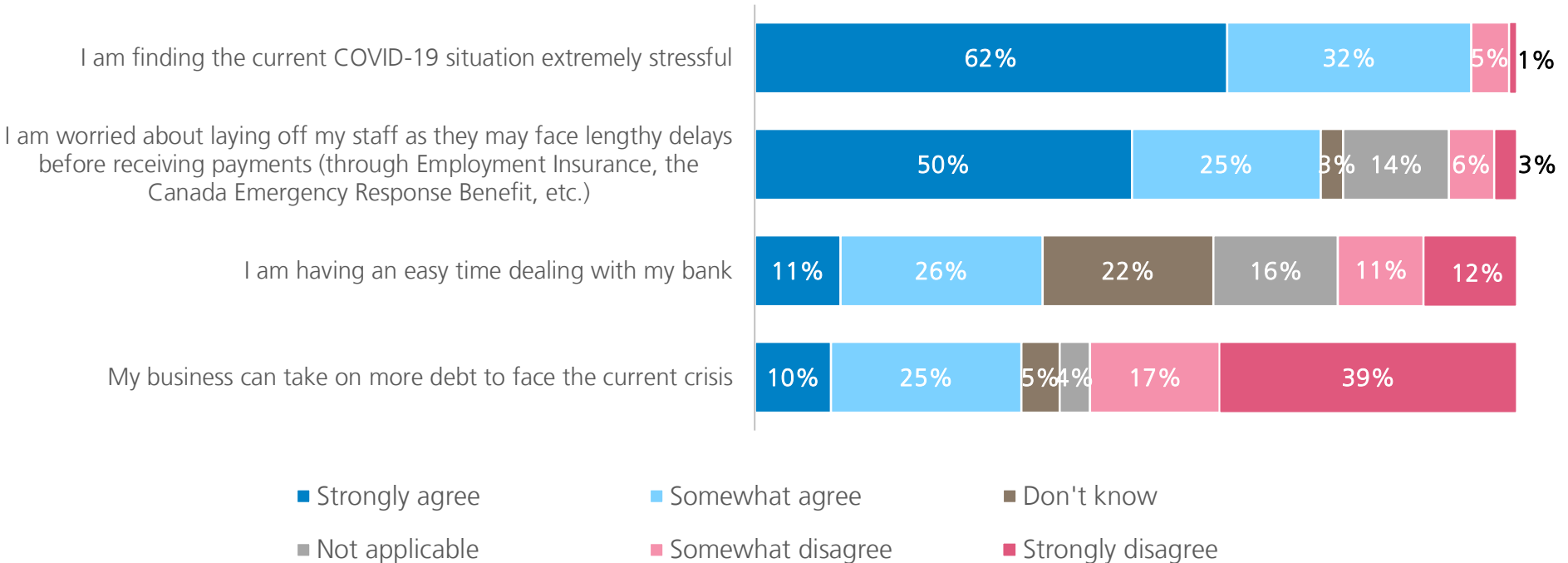
Note: The percentage of responses may not always add up to 100%, due to rounding.

# What are you most worried about with respect to COVID-19?



Source: CFIB, Your Business and COVID-19 – Survey Number Three, March 2020, preliminary results, n=9,346.

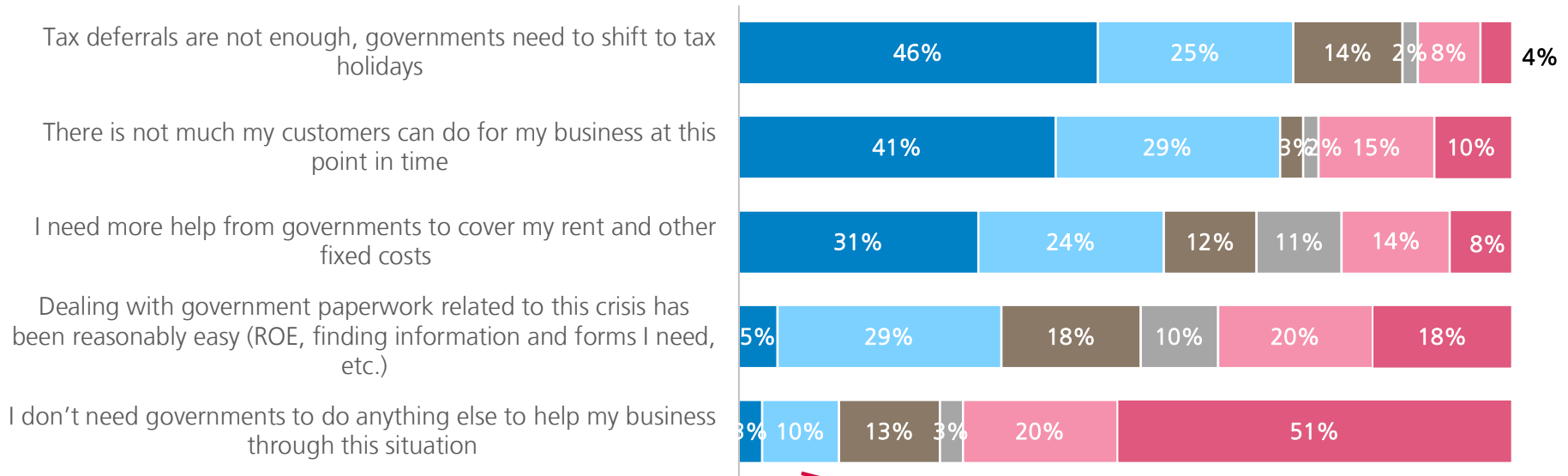
# Please indicate your level of agreement with the following statements regarding your business.



Source: CFIB, Your Business and COVID-19 – Survey Number Three, March 2020, preliminary results, n = 9,211.

Note: The percentage of responses may not always add up to 100%, due to rounding.

# Please indicate your level of agreement with the following statements regarding your business.



- Strongly agree
- Somewhat agree
- Don't know
- Not applicable
- Somewhat disagree
- Strongly disagree

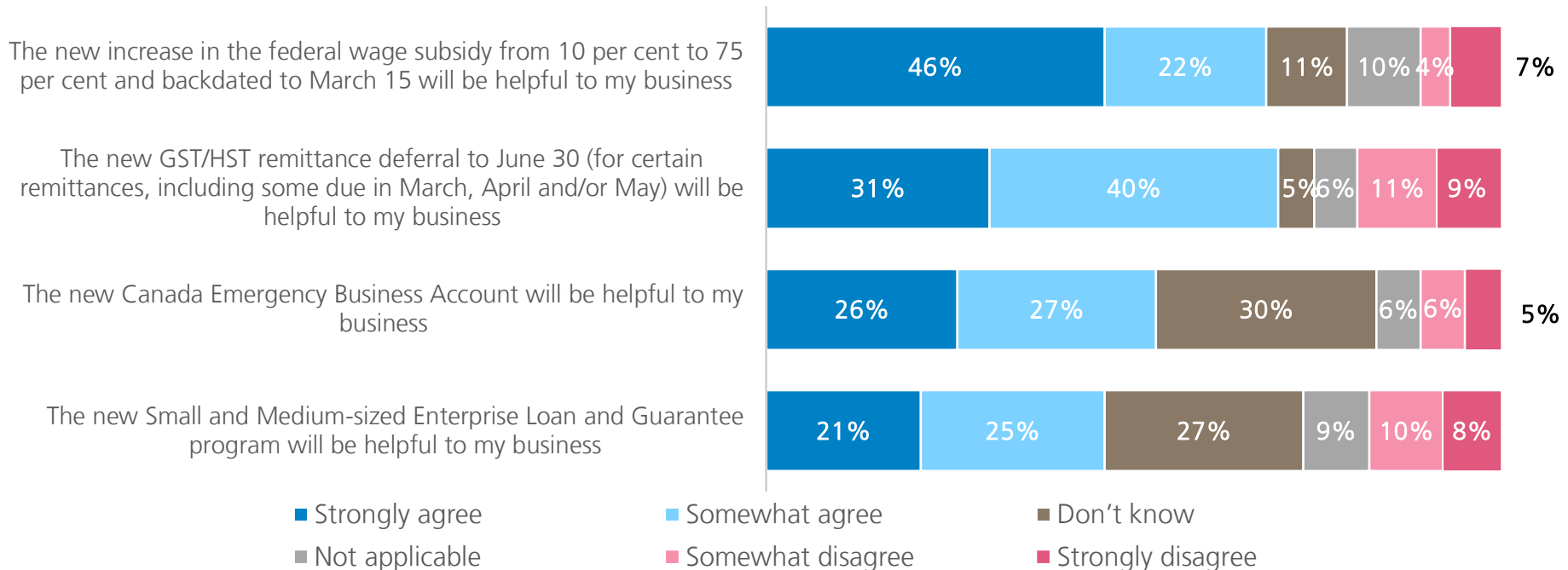
**Only 13%**  
 agree that  
 governments don't  
 need to do anything  
 else to help them  
 through the situation

Source: CFIB, Your Business and COVID-19 – Survey Number Three, March 2020, preliminary results, n = 8,779.

Note: The percentage of responses may not always add up to 100%, due to rounding.

# Please indicate your level of agreement with the following statements regarding your business.

**68%** agree the increase in the wage subsidy is helpful to their business



Source: CFIB, Your Business and COVID-19 – Survey Number Three, March 2020, preliminary results, n = 8,779.

Note: The percentage of responses may not always add up to 100%, due to rounding.