



**CANADIAN FEDERATION
OF INDEPENDENT BUSINESS**

In business for your business™

COVID-19: State of Small Business

Key weekly survey results – Week 5

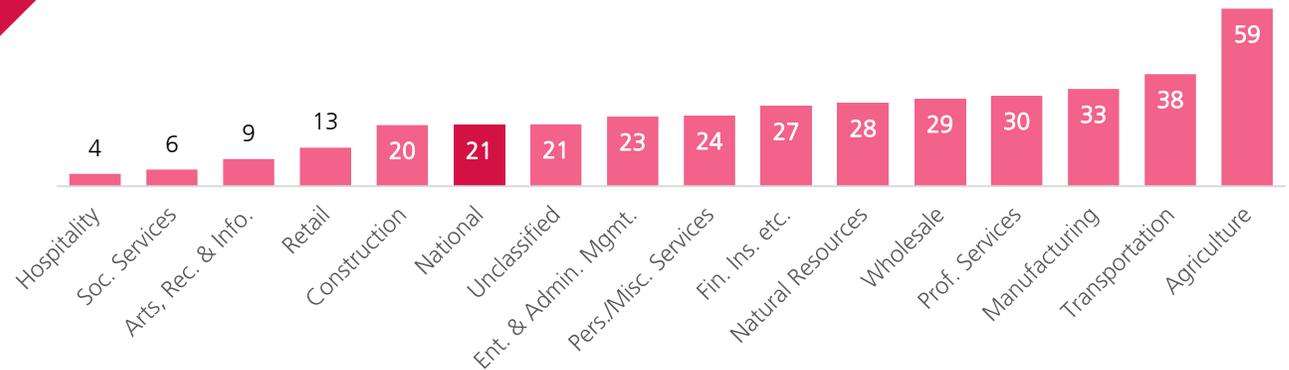
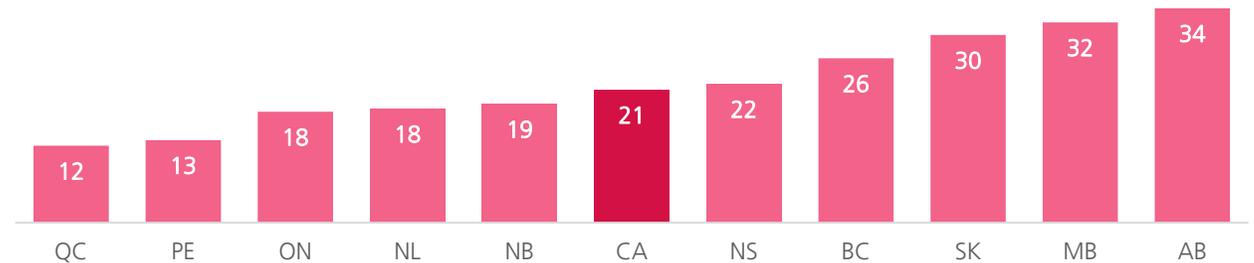
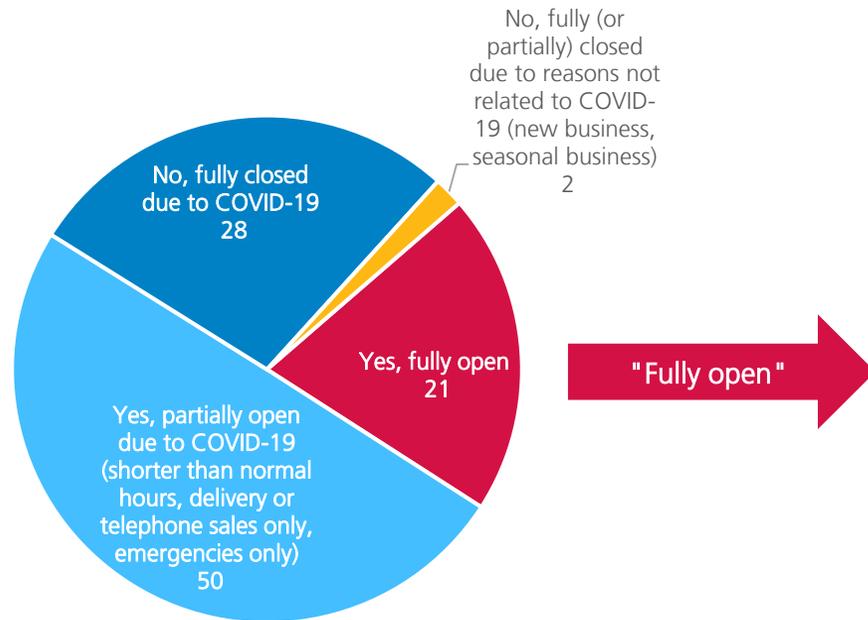
For public release

2020-04-15

Methodology

- Online survey (Your Business and COVID-19 – Survey Number Five) started April 10.
- So far, it has received 10,969 responses from small businesses from across Canada.
- For comparison purposes, a probability sample with the same number of respondents would have a margin of error for national results 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 or multiple choice responses.

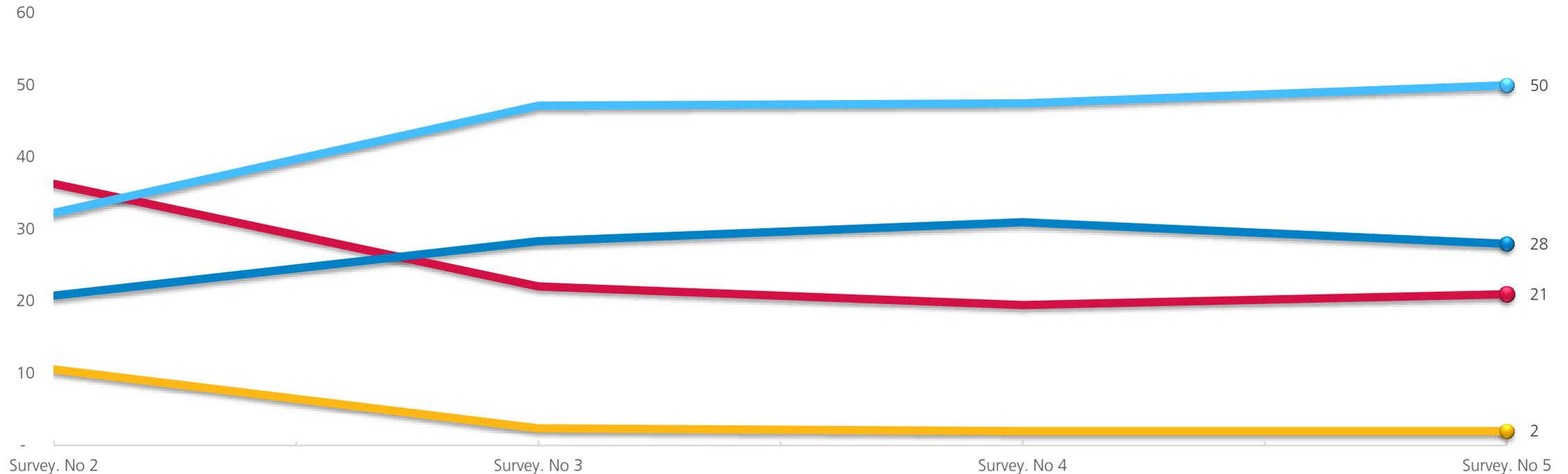
As of today, is your business still open? (% response)



Source: CFIB, Your Business and COVID-19 – Survey Number Five, April 2020, preliminary results, n = 10,908.

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

As of today, is your business still open? (% response)



Sources:

CFIB, *Your Business and COVID-19 – Survey Number Two, March 20 - March 26, 2020, n = 13,313.*

CFIB, *Your Business and COVID-19 – Survey Number Three, March 27 - April 2, 2020, n = 12,561.*

CFIB, *Your Business and COVID-19 – Survey Number Four, April 3 - April 9 2020, n = 12,943.*

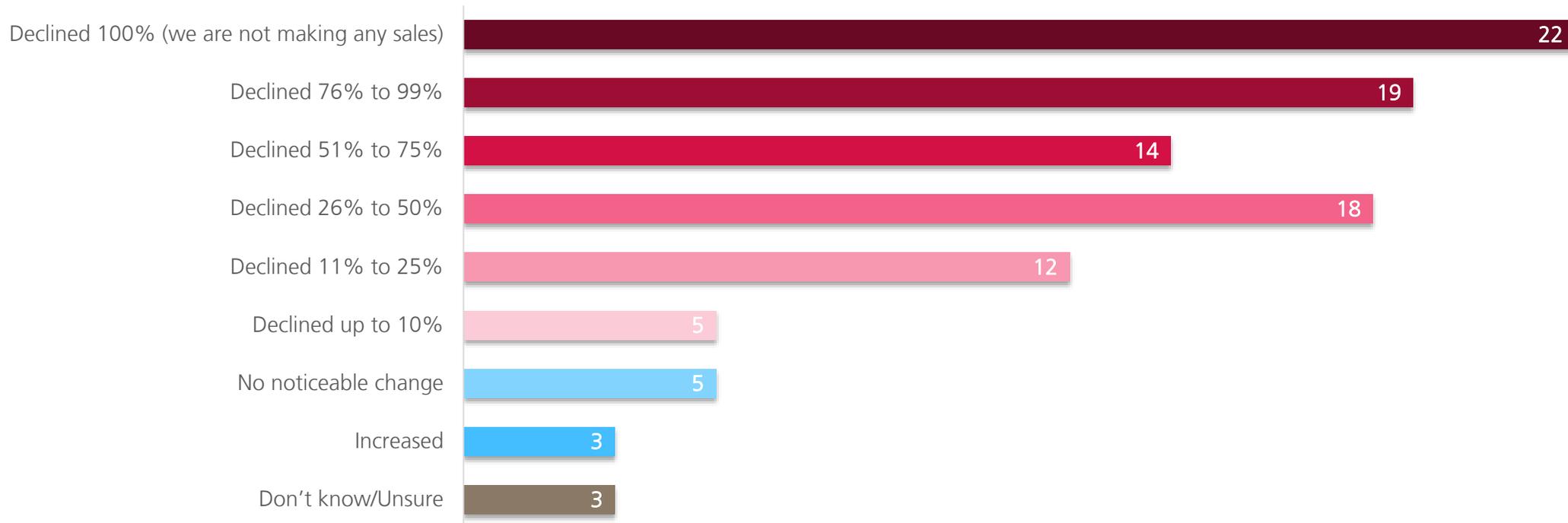
CFIB, *Your Business and COVID-19 – Survey Number Five, April 2020, preliminary results, n = 10,908.*

Note:

The percentage of responses may not always add to 100% due to rounding

- Yes we are fully open
- Yes, partially open due to COVID-19
- No, fully closed due to COVID-19
- No, fully (or partially) closed due to reasons not related to COVID-19

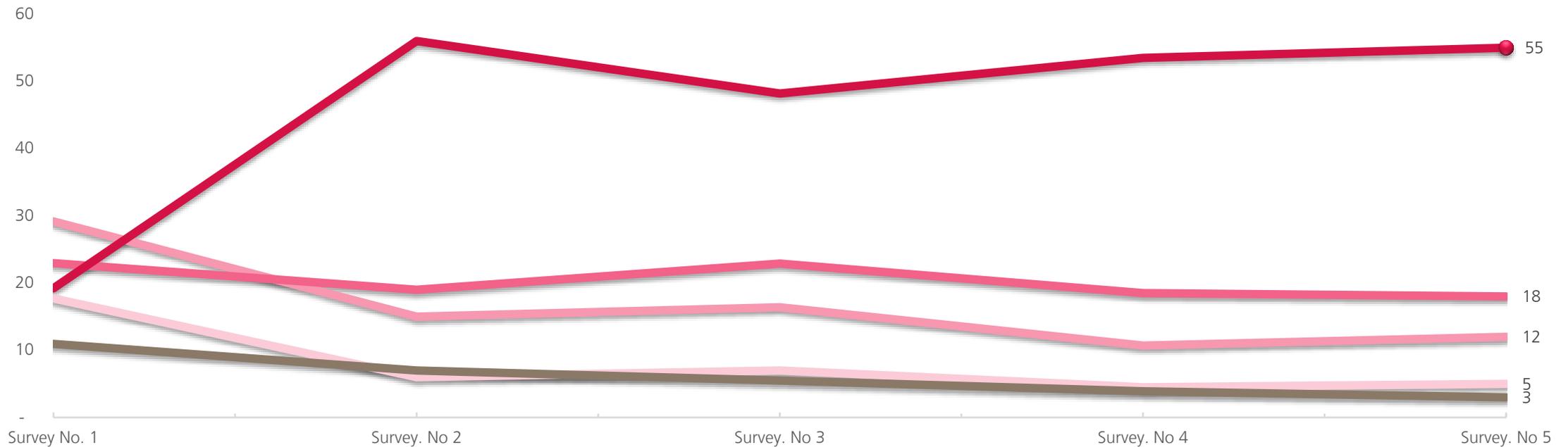
How have your gross sales revenues changed since the start of the COVID-19 outbreak in Canada? (% response)



Source: CFIB, Your Business and COVID-19 – Survey Number Five, April 2020, preliminary results n = 10,845.

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

How have your gross sales revenues changed since the start of the COVID-19 outbreak in Canada? (% response)



Sources:

CFIB, Your Business and COVID-19 – Survey Number One, March 13 - March 21, 2020, n = 4,906.
 CFIB, Your Business and COVID-19 – Survey Number Two, March 20 - March 26, 2020, n = 10,059.
 CFIB, Your Business and COVID-19 – Survey Number Three, March 27 - April 2, 2020, n = 6,946.
 CFIB, Your Business and COVID-19 – Survey Number Four, April 3 - April 9, 2020, n = 12,889.
 CFIB, Your Business and COVID-19 – Survey Number Five, April 2020, preliminary results n = 10,845.

Declined up to 10% Declined 11% to 25% Declined 26% to 50%
 Declined more than 50% Don't know/Unsure

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.)?



Sources:

CFIB, Your Business and COVID-19 – Survey Number One, March 13- March 21, 2020, n = 3,672.

CFIB, Your Business and COVID-19 – Survey Number Two, March 20- March 26, 2020, n = 6,666.

CFIB, Your Business and COVID-19 – Survey Number Three, March 27- April 2, 2020, n = 6,906.

CFIB, Your Business and COVID-19 – Survey Number Four, April 3- April 9, 2020, n = 7,641.

CFIB, Your Business and COVID-19 – Survey Number Five, April 2020, preliminary results, n = 6,636.

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

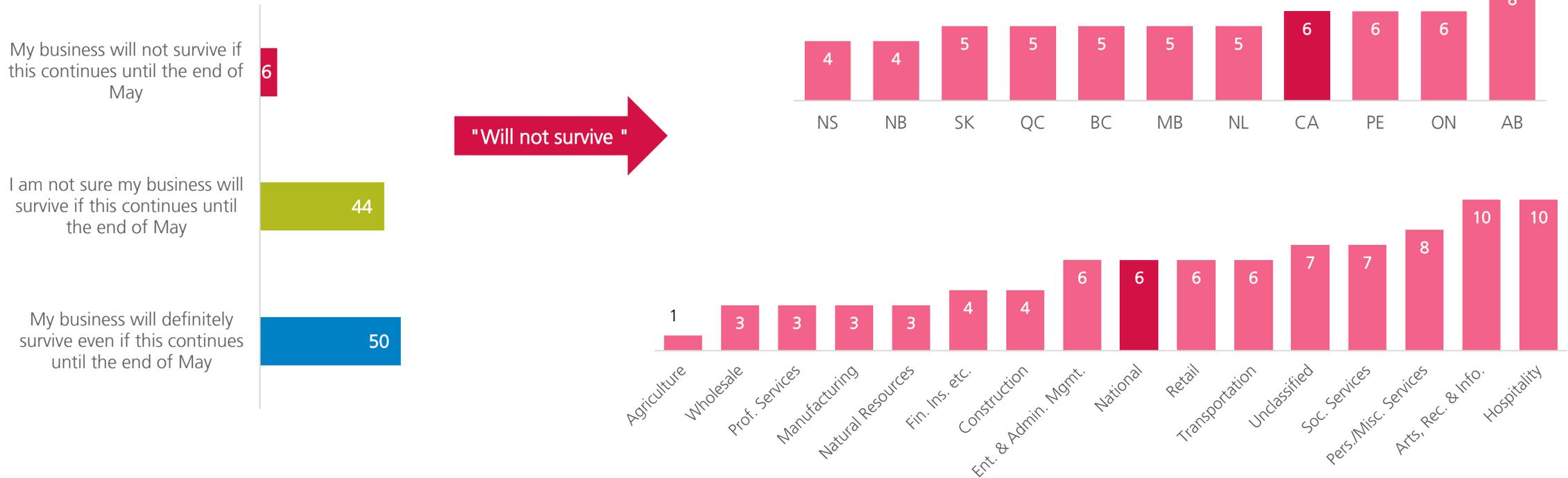
	NB	NS	MB	YK	NL	QC	BC	NAT	SK	ON	AB	NWT	PEI
Respondents	252	256	254	4	109	1,209	687	6,636	230	2,904	678	10	43
Mean	\$98,739	\$126,284	\$144,863	\$163,750	\$165,698	\$182,716	\$194,271	\$203,461	\$212,049	\$214,536	\$263,024	\$303,000	\$696,099

By Industry

	Unclass./IVMs	Retail	F.I.R.E.	Pers./Mis. Ser.	Arts/Rec./Inf.	Prof. Serv.	Agriculture	Soc. Serv.	NAT	Hospitality	Nat. Res.	Ent./Adm. Mgt	Construction	Manufacturing	Wholesale	Transportation
Respondents	229	1,554	127	781	262	404	164	561	6,636	703	51	160	540	613	340	147
Mean	\$116,421	\$128,901	\$133,303	\$140,790	\$155,755	\$169,173	\$170,650	\$171,239	\$203,461	\$217,758	\$228,431	\$247,057	\$284,458	\$291,296	\$320,380	\$800,936

Source: CFIB, Your Business and COVID-19 – Survey Number Five, April 2020, preliminary results n = 6,636.

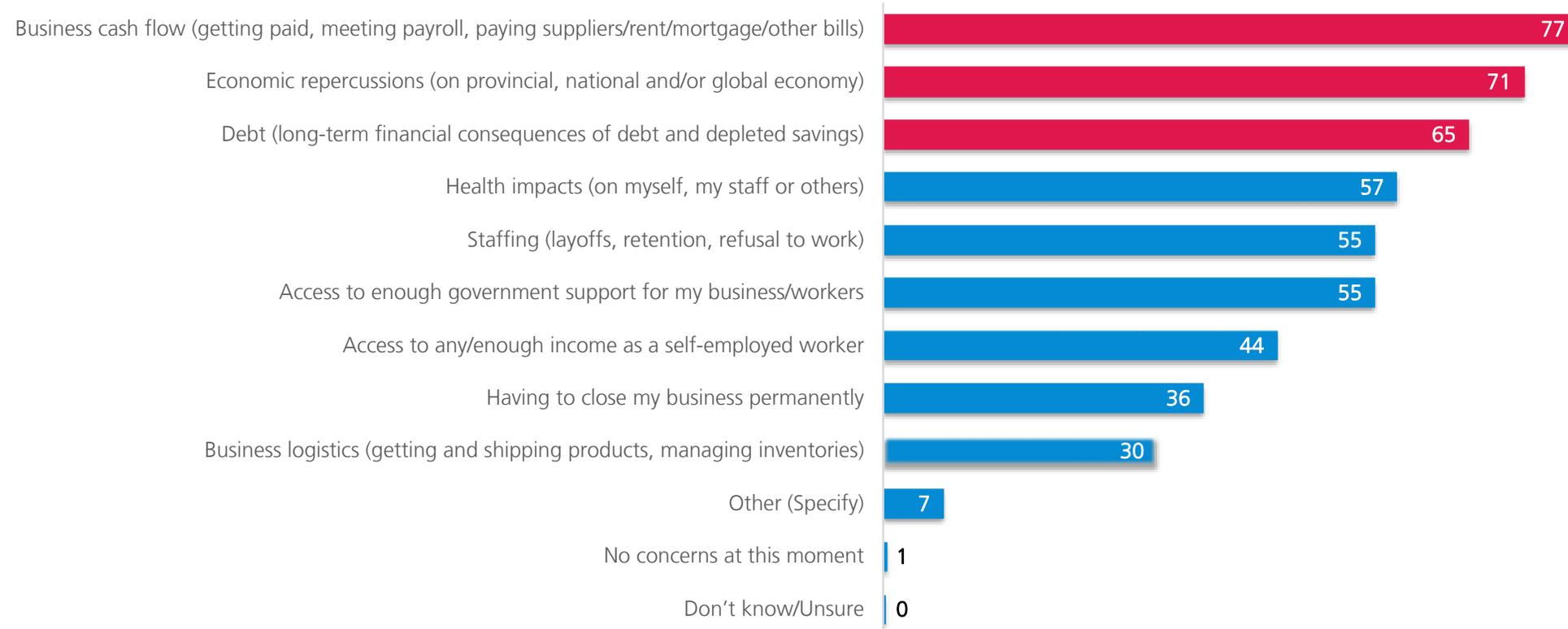
If current restrictions continue until the end of May, how confident are you that your business will survive? (% response)



Source: CFIB, Your Business and COVID-19 – Survey Number Five, April 2020, preliminary results, n = 10,535.

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

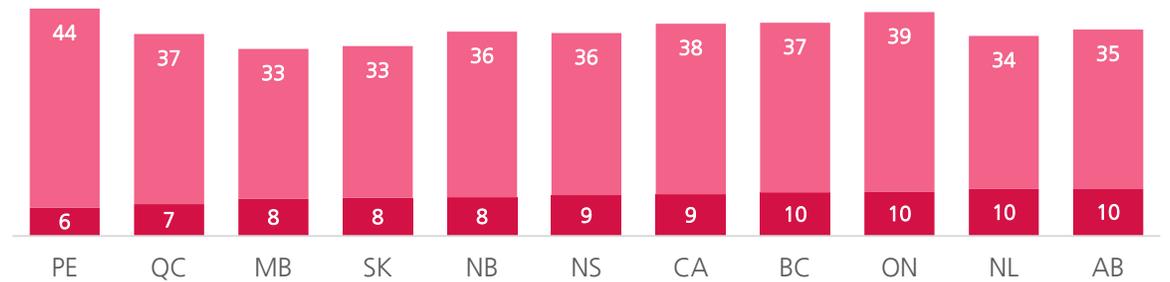
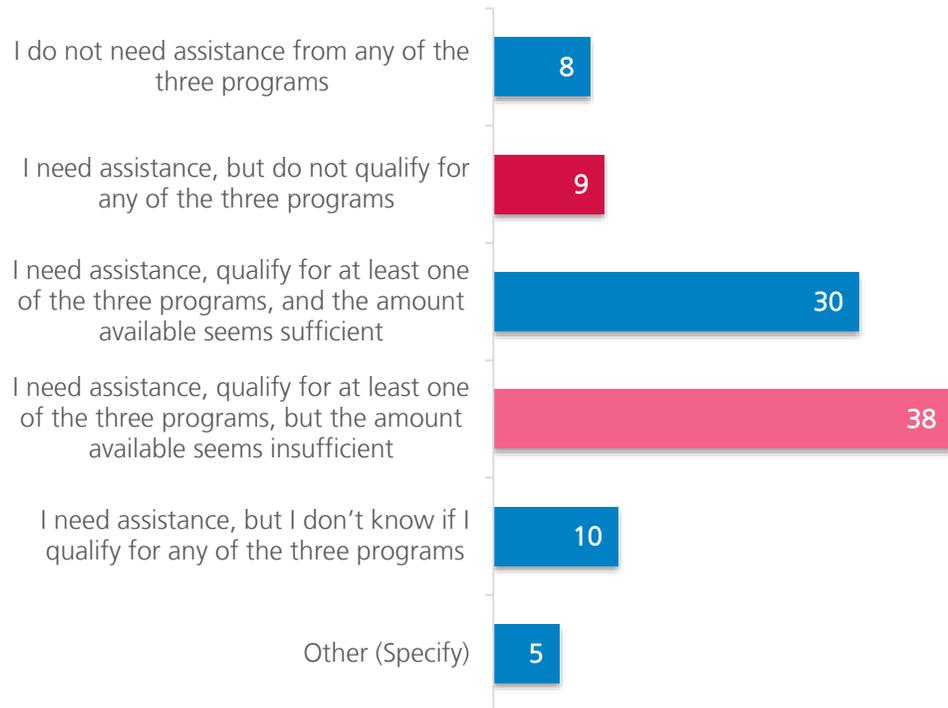
(% response)



Source: CFIB, Your Business and COVID-19 – Survey Number Five, April 2020, preliminary results, n = 10,534.

Note: Respondents are allowed to select multiple answers, percentages will not add to 100%.

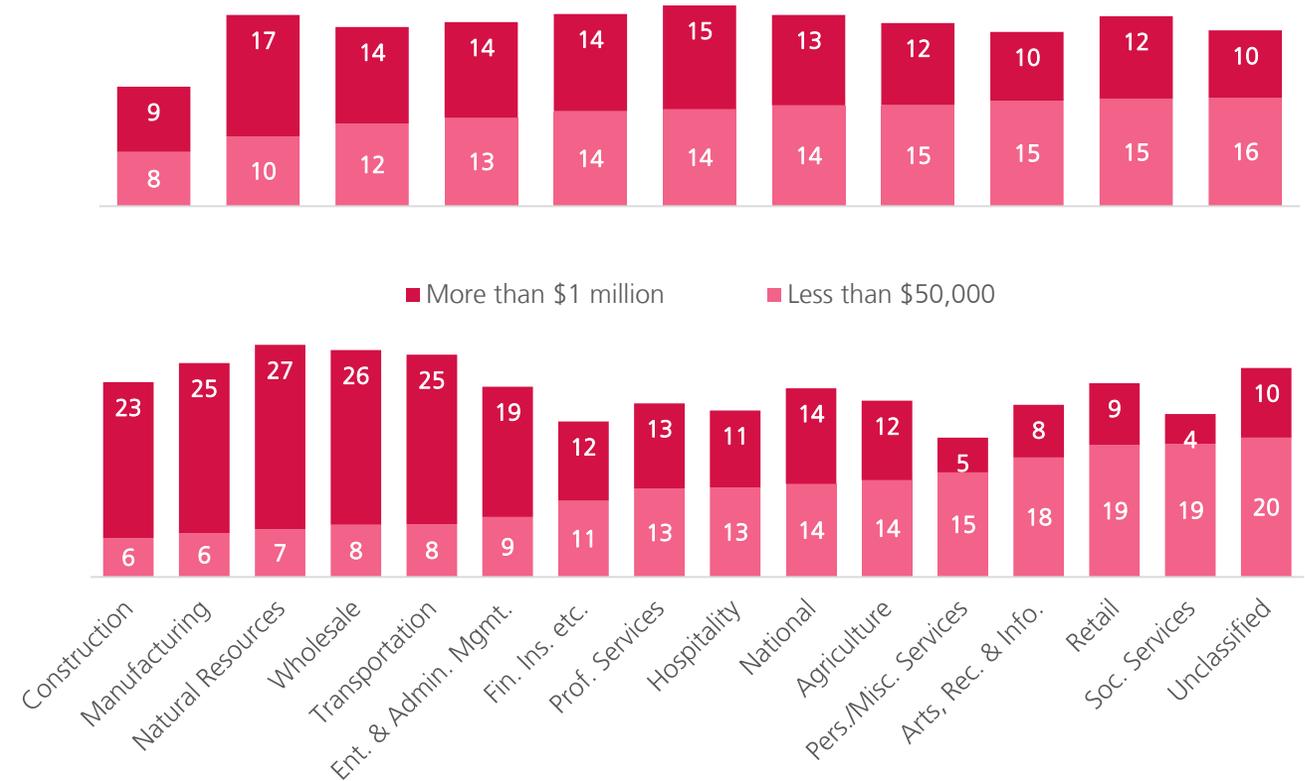
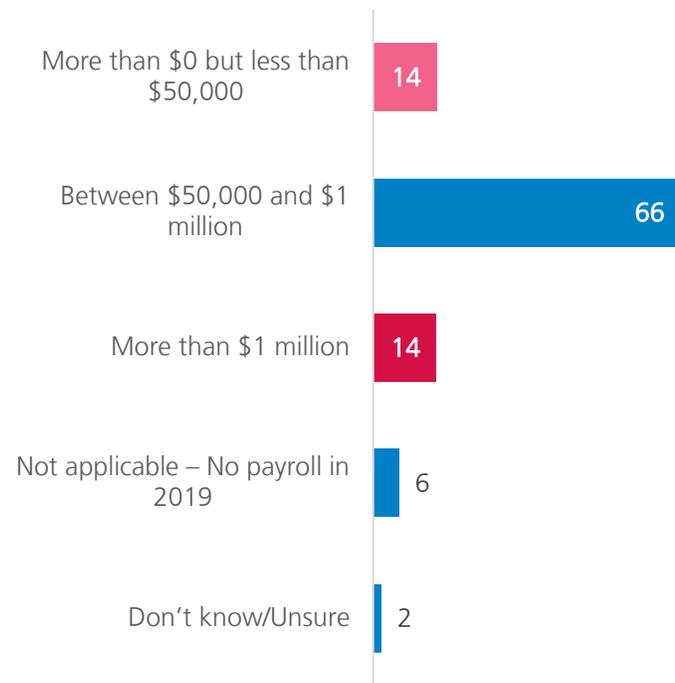
Which of the following statements best describes your current business or business owner situation with respect to the three programs described above* (CEWS, CEBA and CERB)? (% response)



Source: CFIB, Your Business and COVID-19 – Survey Number Five, April 2020, preliminary results n = 10,317.

* Note: see appendix for full background given to respondents before they answered the question.

How much did your business pay in payroll in 2019 (according to your T4 submission)? (% response)

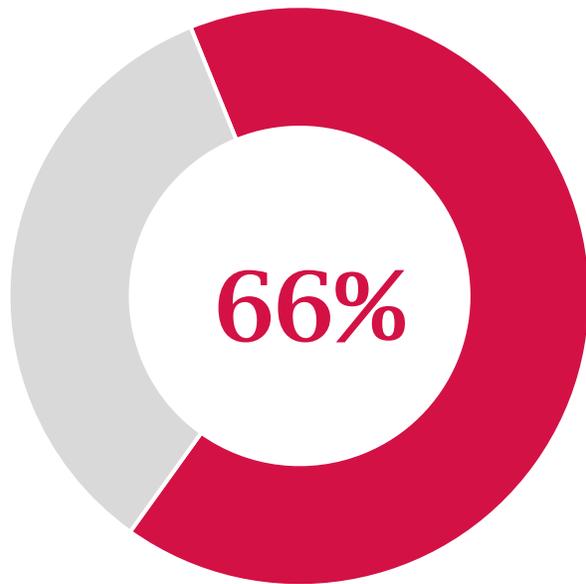


Source: CFIB, Your Business and COVID-19 – Survey Number Five, April 2020, preliminary results n = 10,367.

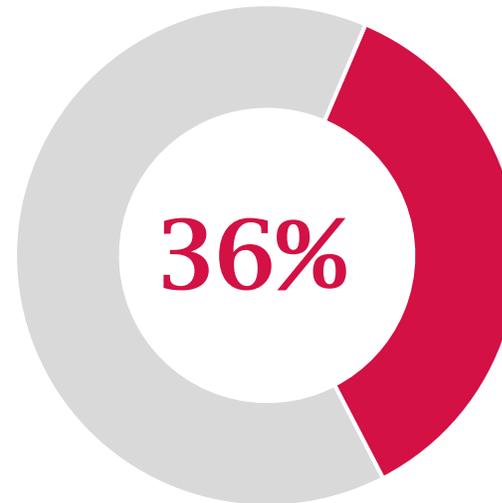
Note: The percentage of responses may not always add to 100%, due to rounding.

Canada Emergency Business Account (CEBA)

Businesses eligible for CEBA
(payroll between \$50,000
and \$1 million in 2019)



Businesses that tried
to apply for CEBA



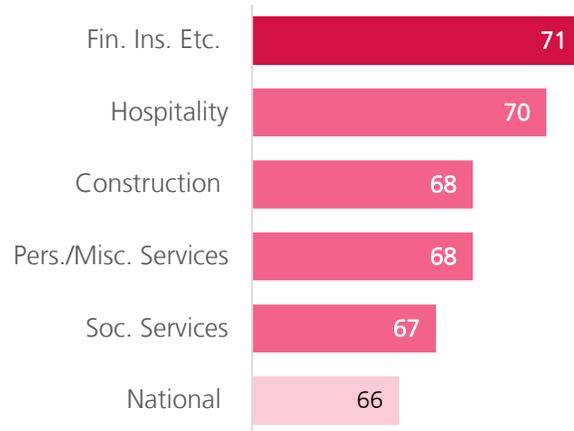
Businesses that report
using CEBA



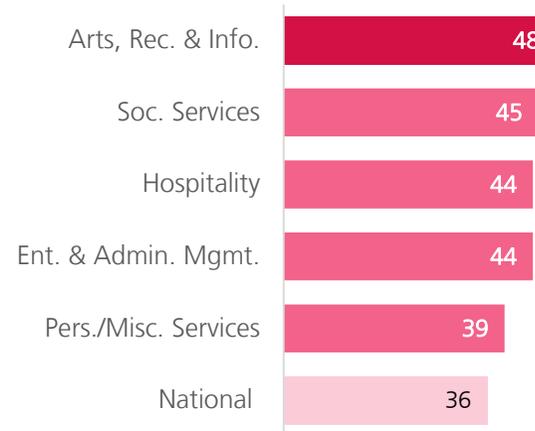
Source: CFIB, Your Business and COVID-19 – Survey Number Five, April 2020, preliminary results, n = 10,367, n = 10,283, n = 10,244.

Canada Emergency Business Account (CEBA): Top sectors (% response)

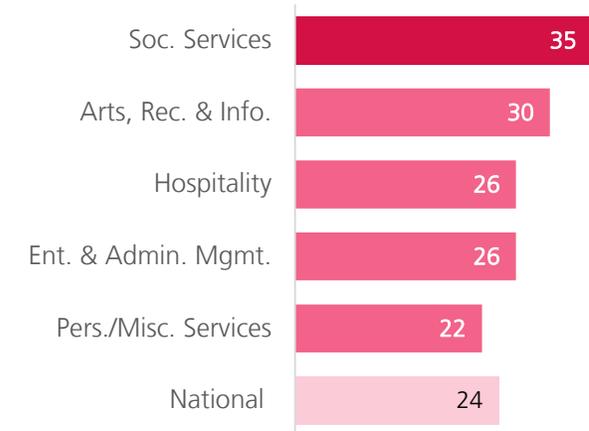
Businesses **eligible** for CEBA
(payroll between \$50,000
and \$1 million in 2019)



Businesses that tried
to **apply** for CEBA

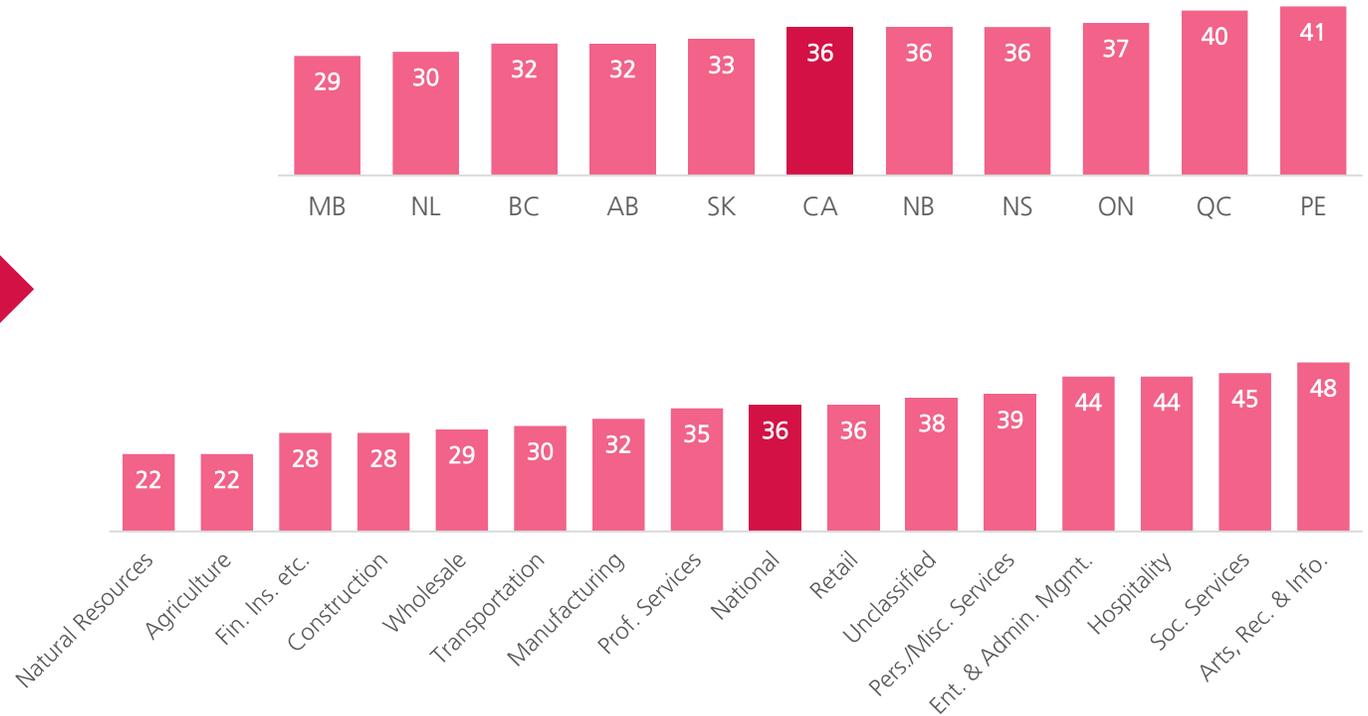
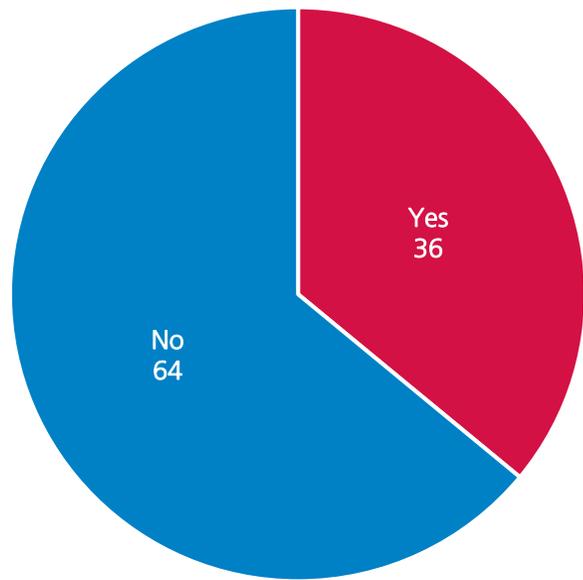


Businesses that report
using CEBA



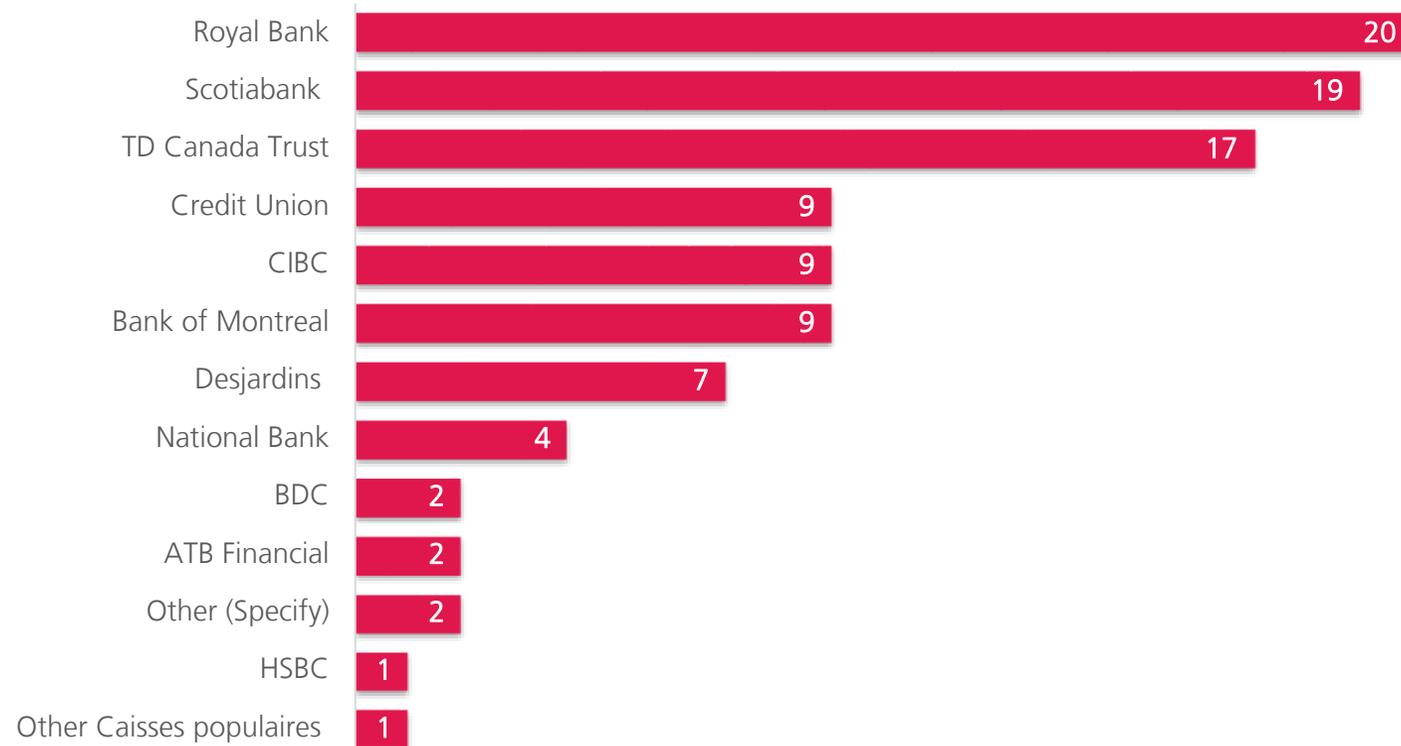
Source: CFIB, Your Business and COVID-19 – Survey Number Five, April 2020, preliminary results, n = 10,367, n = 10,283, n = 10,244.

Have you tried to apply for the Canada Emergency Business Account (CEBA)? (% response)



Source: CFIB, Your Business and COVID-19 – Survey Number Five, April 2020, preliminary results, n = 10,283.

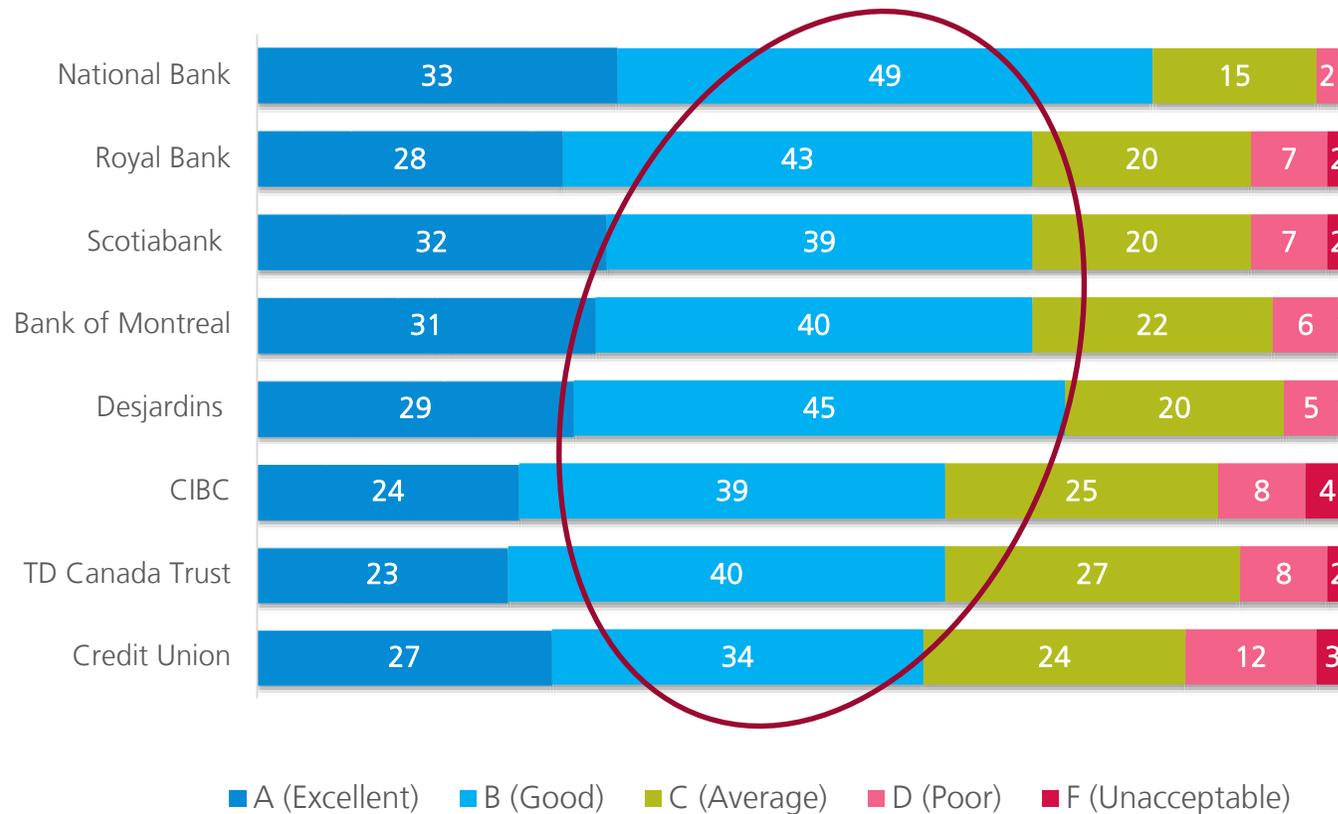
What is the main financial institution that your business currently works with? (% response)



Source: CFIB, Your Business and COVID-19 – Survey Number Five, April 2020, preliminary results, n = 5,409.

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

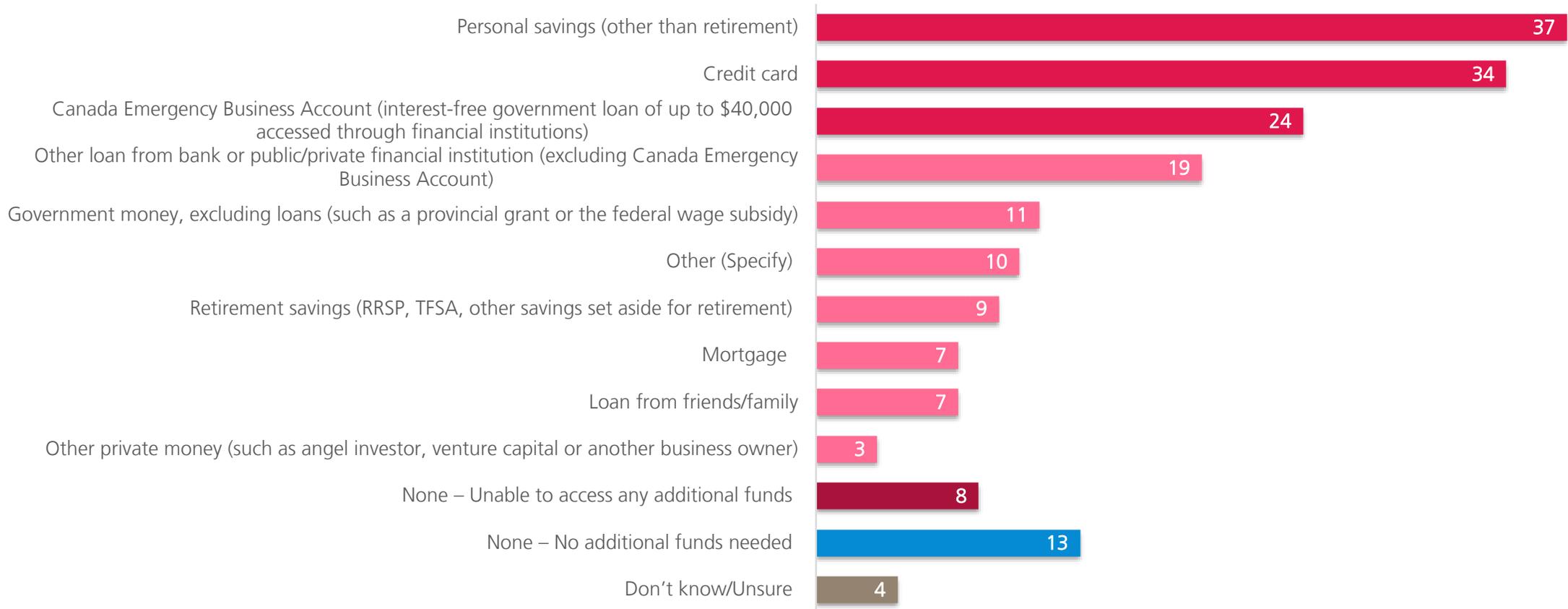
Since the COVID-19 emergency began, how would you rate your overall experience with the main financial institution your business works with? (% response)



Average grade across all banks:
B (Good)

Source: CFIB, Your Business and COVID-19 – Survey Number Five, April 2020, preliminary results, n = 2,495.

What additional sources of money is your business *using* to cope financially with COVID-19? (% response)

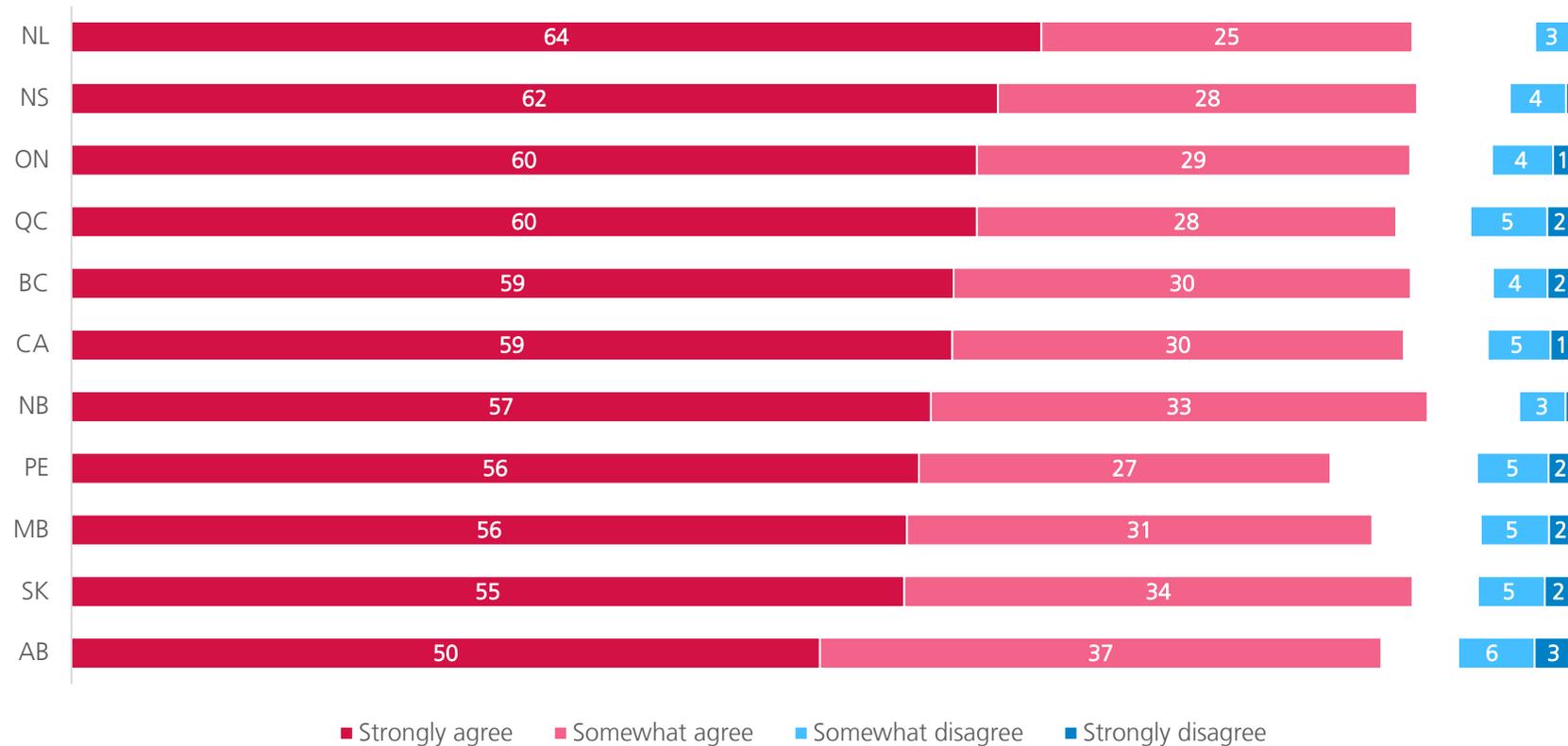


Source: CFIB, Your Business and COVID-19 – Survey Number Five, April 2020, preliminary results, n = 10,244.

Note: Respondents are allowed to select multiple answers, percentages will not add to 100%.

“It is important that my provincial government creates a hardship grant to help hard hit businesses cover fixed costs (such as rent)”

[% respondents who agree or disagree with statement]



Source: CFIB, Your Business and COVID-19 – Survey Number Five, April 2020, preliminary results, n = 10,048.

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

*“Governments are doing a good job at handling...
...the **economic emergency** associated with COVID-19
...the **health emergency** associated with COVID-19”
[% respondents who agree with each statement]*

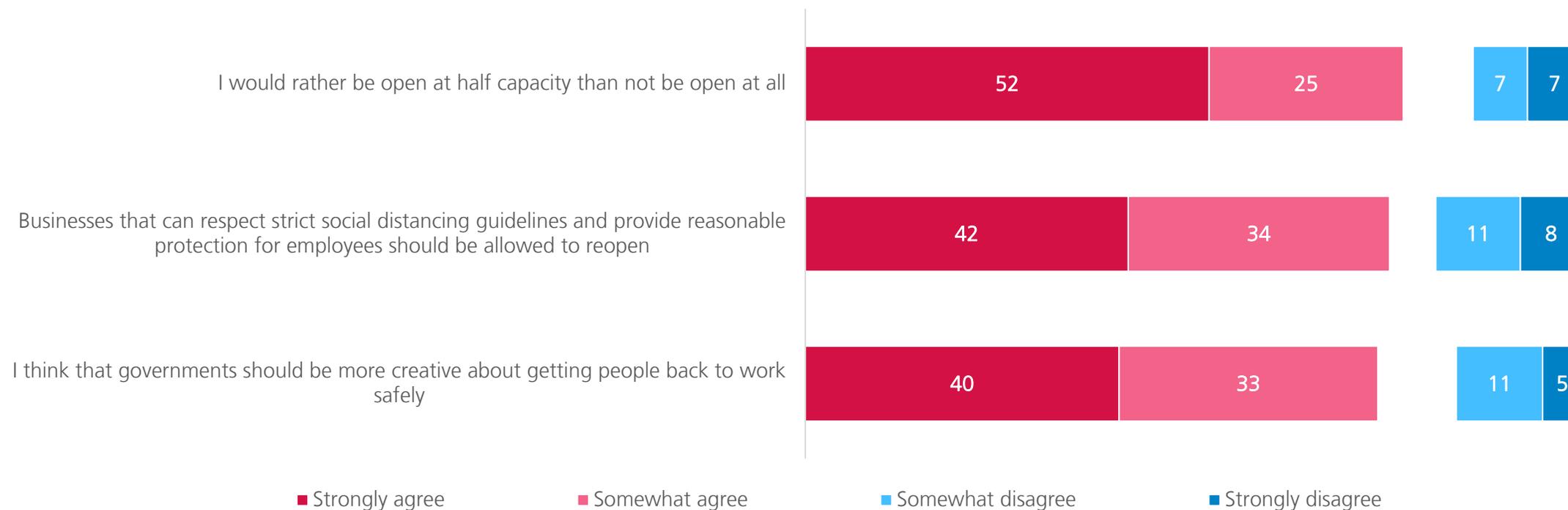


Source: CFIB, Your Business and COVID-19 – Survey Number Five, April 2020, preliminary results, n = 10,094.

Note: Agree includes – strongly agree and somewhat agree.

Reopening the economy

[% respondents who agree or disagree with each statement]



Source: CFIB, Your Business and COVID-19 – Survey Number Five, April 2020, preliminary results, n = 10,094.

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

Appendix

Backgrounder provided

From slide 11:

- ***Canada Emergency Wage Subsidy (CEWS)***: A direct subsidy to employers of a maximum of 75% of the wages of each employee, up to \$847 per week per employee. To qualify, employers must show a significant revenue drop (-15% in March 2020 compared to January/February 2020 or March 2019, -30% in April or May 2020 compared to January/February 2020 or April or May 2019).
- ***The Canada Emergency Business Account (CEBA)***: Interest-free loans to cover business operating expenses of up to \$40,000, with 25% of the loan that may be forgivable. To qualify, businesses must show they paid between \$50,000 and \$1 million in payroll in 2019.
- ***The Canada Emergency Response Benefit (CERB)***: A direct payment to employed and self employed Canadians who stopped working because of COVID-19 that provides \$500 a week for up to 16 weeks. To qualify, Canadians must not have quit their job voluntarily, be at least 15 years old, and have earned at least \$5,000 in the last 12 months or in 2019. They must also have received no income for 14 consecutive days to apply.