



GROWTH COMPANY COVID-19 IMPACT SURVEY

**RESULTS FROM SURVEY INCEPTION TO DATE
AND FOR THE WEEK 9TH TO 15TH JUNE**

www.growthco.uk

SUMMARY AND ECONOMIC CONTEXT

Economy and business

- On Friday last week, the Office for National Statistics released its figures for monthly economic growth in April. These show a dramatic fall of -20.4% in GDP as result of the economic shock from Covid. This represented the largest fall since monthly records began in 1997, reflecting record widespread falls in services, production and construction output.
- A report by the Organisation for Economic Cooperation and Development found that Britain's economy is likely to suffer the worst damage from the Covid-19 crisis of any country in the developed world. The report projects a decline in the UK's national income of 11.5% during 2020, greater than that projected for any other country.
- Germany's decline in national income (GDP) is forecast to be 6.6% this year while Spain's GDP is projected to fall by 11.1%, Italy's by 11.3 and France's by 11.4%. The US, the world's largest economy, is expected to shrink by 7.3%.
- According to the latest NatWest Regional PMI survey released this week, the North West's PMI figure improved from 18.7 in April to 33.0 in May. This was the second highest figure across all UK regions behind the East of England. However, it is still below the 50.0 figure that indicates growth suggesting that new business continues to fall sharply. The decline was particularly influenced by a steep drop in service sector orders reported last month.
- Jobs vacancies across the UK have fallen to their lowest levels for more than three years, according to data from JobisJob which analyses 85% of jobs posted online across 250 job boards. The health sector, along with social and civil services, accounted for about a third of all jobs posted across recruitment websites in May. Job postings for the first five months of 2020 were 40 per cent lower than for the same period last year.

This report is produced by a cross organisational team, with input and support from Growth Company, Business Growth Hub, MIDAS, Trade North West, Marketing Manchester & CityCo/Manchester BID, and the GMCA research team.

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*The findings of this report are fed into the **Greater Manchester Resilience Forum**, which continues to meet weekly to share intelligence, and to co-ordinate a response to the crisis.*

- Debt advice charity, StepChange, said 4.6m households risked building up dangerous levels of debt because of the pandemic. The charity estimated that British households are expected to accumulate debts worth a combined £6bn because of the coronavirus crisis, as households fall behind on credit card payments, council tax and utility bills. The charity warned that debts accrued during the crisis would slow the country's economic recovery and cause debt advisory services to be overwhelmed by demand for support.
- Businesses have dramatically scaled back investment plans for the rest of the year in response to the uncertainty surrounding the future of the UK economy, according to The Institute of Directors confidence tracker. The monthly survey shows the Covid-19 crisis had driven down investment plans amongst its members for the next 12 months by 11 percentage points to a record low (43%).

Survey summary and business data

- This report represents the views of 3,200 businesses since the Growth Company Covid-19 survey began in early March, and 233 responses recorded last week.** The proportion of firms reporting decreased sales shows little change on last week's figures, however those reporting cashflow issues falls 8 percentage points on last weeks level. A similar proportion of firms reported they have cash reserves to last up to 3 months as last week. However the sectors showing the most severe stress continue to be HLT, Retail, and Construction.
- Employee impacts show a marked rise in the proportion of firms suggesting they will return to operations in the next 2 weeks. Future business support is still focussed upon financial advice, but this weeks results suggest a fall in interest, and a rise in interest in digital support. Full details of the results are included in the appendix to this report.
- Data on insolvency risk shows that 11.5% of firms in Greater Manchester reported as having one or more red flags (a sign of financial stress / insolvency risk) compared to an average of 11.3% in the UK and 11.5% in the North West. There has been a rise in the proportion of firms with 1-3 flags compared to 10% reported in April 2020.
- The latest insolvency risk data show a rise in risk in SMEs. 15.2% of SME firms with a rating have 1-3 red flags, compared to 13.8% in the UK and 13.9% on average in the North West. For Large firms (250+ employees) 14.8% of firms with a rating located in Greater Manchester have 1-3 red flags, 11.7% on average in the UK, and 13.4% in the North West.

LOCAL BUSINESS SURVEY SUMMARY

Response rates remain strong

- 233 firms responded from 09 June to 15 June (238 last week). Almost 3,200 firms in total have responded to the survey since it's inception in 12 March 2020. All figures below have been rounded to the nearest whole percentage point; and relate to the response from the most recent survey completed.

The proportion of firms reporting decreased sales shows little change on last week, however those reporting cashflow issues falls 8 percentage points on last weeks levels.

- Decreased sales and cashflow remain the main impacts reported by business. 80% of firms reported decreased sales this week (70% of all respondents since March). This represents little change on last week (79%), and is significantly higher than the 35% of respondents reported in early March. 20% (28% last week) of firms reported cashflow issues (35% of all respondents since March).

A similar proportion of firms reported they have cash reserves to last up to 3 months as last week. However the sectors showing the most severe stress are HLT, Retail, and Construction.

- Similar to last week, 15% of firms (19% of all respondents since March) said they can sustain their organisation on reserves for up to 3 months. To date the sectors reporting the highest proportion of cashflow issues are Hospitality/Leisure/Tourism, Retail, and Construction; and highest by LA area in Bolton, Tameside and Wigan.

Furlough levels remain similar to trend for last 4 weeks, however there is a marked rise in the proportion of firms suggesting they will return to operations in the next 2 weeks.

- 70% of all respondents this week said that they had furloughed staff, compared with 66% last week and 73% the week before. Of those firms furloughing staff, 49% said they had: 'more than half their staff furloughed' down from 64% last week. The highest proportion of firms by sector that said they had furloughed staff are Construction, Waste & Energy, Hospitality, Leisure, and Manufacturing.
- Few companies to date report that they have / or intend to make redundancies. Just under 5% of respondents this week said they were making redundancies, up from 4.4% last week. However, this weeks survey shows a marked increase in the proportion of firms suggesting they are likely to return to operations. 48% of firms said they are likely to return all staff compared with 28% last week, and of those returning – 62% said 'all staff' and a further 31% said 'almost all staff'.

Future business support is still focussed upon financial advice, but this weeks results suggest a fall in interest, and a rise in interest in Digital support, digital production technology, and training

- Financial support and advice: 35% (42% last week), remains the main area of support suggested by respondents. 27% of respondents (26% last week) said Business planning advice; and just over 7% said support with staffing issues (5% last week. Of the 48% giving 'other' responses – the majority of responses were 'no other support needed' and also a range of digital transformation support.

International Trade case study analysis (Data up to 12 June)

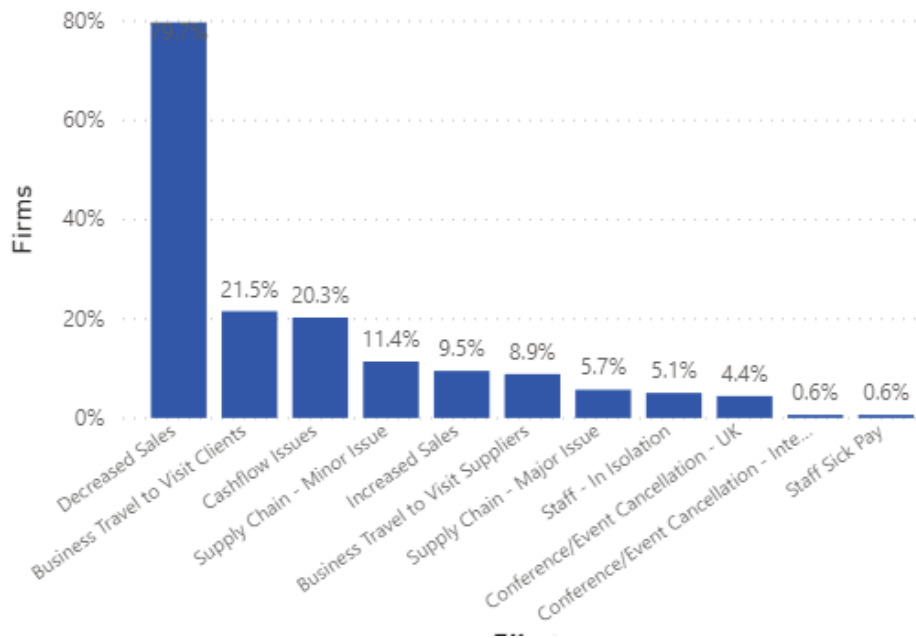
- **Analysis of a further 599 firms surveyed by the North West International Trade team shows that over three-quarters 75% (76% last week) of issues raised by firms related to the negative impacts from C19.** The main impacts remain decreased sales, cashflow issues, supply chain disruption / disruption to operations; and orders cancelled. Of those reporting a positive impact, 52% said the positive news was linked to increasing sales. The main sectors reporting positive impacts were food and drink manufacturing, bulk chemicals and pharma, healthcare and medical devices and services.

RedflagAlert – Insolvency risk data for Greater Manchester (Data up to 09 June)

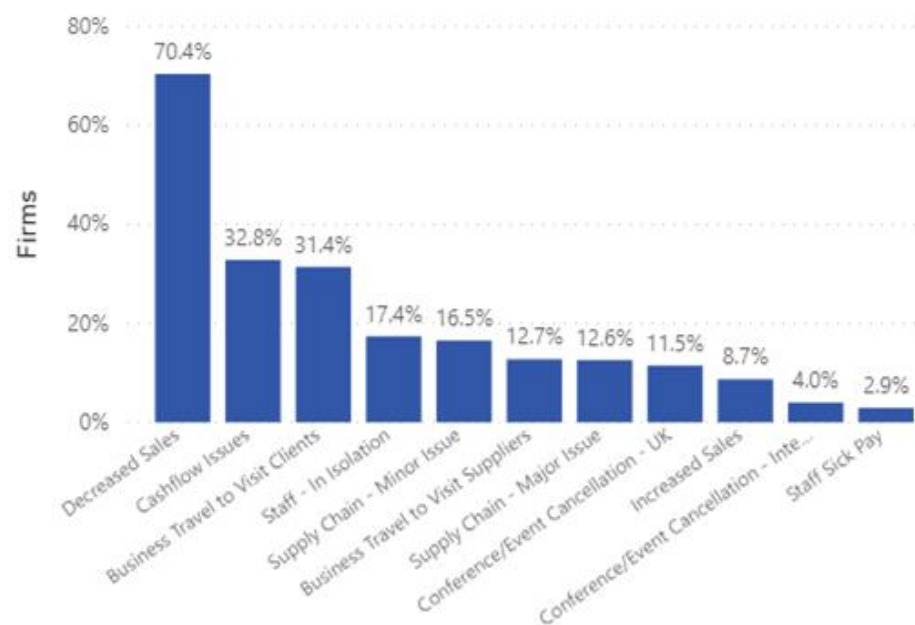
- **11.5% of firms reported as having one or more red flags (a sign of financial stress / insolvency risk) compared to an average of 11.3% in the UK and 11.5% in the North West.** There has been a rise in the proportion of firms with 1-3 flags compared to 10% reported in April 2020. The latest data show a rise in risk in SMEs. 15.2% of SME firms with a rating have 1-3 red flags, compared to 13.8% in the UK and 13.9% on average in the North West. For Large firms (250+ employees) 14.8% of firms with a rating have 1-3 red flags, compared with 11.7% on average in the UK, and 13.4% in the North West.
- By volume and sector, the highest numbers of red flags are reported in Wholesale and Retail, Construction (and Real Estate), Business Administration and Support Services sectors. The sectors with the highest concentration of 1-3 flags (as a % of all firms with risk ratings), are Agriculture and Mining/Quarrying, Construction and Real Estate and Business, Administrative and Support sectors.

LOCAL BUSINESS INTELLIGENCE – HEADLINE IMPACTS

In week figures (09 June to 15 June)



All respondents from start of survey (since 12 March)



What are the main impacts on your business? Top issues ranked (previous weeks figures in brackets)

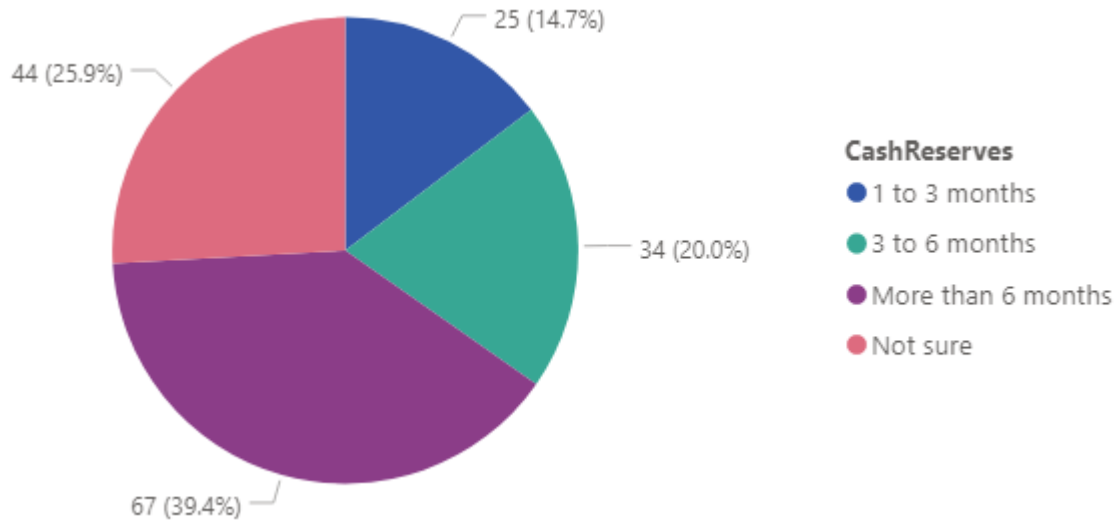
- **Decreased sales: 79.8% (79.0%, 72.1%, 79.5%)**
- Cashflow issues: 20.3% (28.1%, 29.9%, 30.7%)
- Business travel to visit clients: 21.5% (24.6%, 24.0%, 28.4%)
- Minor supply impacts 11.4% (12.0%, 13.0%, 14.2%), major supply issues 5.7% (7.2%, 8.4%, 10.2%)
- Business travel to visit suppliers: 8.9% (8.4%, 6.5%, 14.8%)
- Conference / major event cancellation in the UK 4.4% (7.8%, 3.9%, 7.4%)
- Staff in isolation 5.1% (6.0%, 3.9%, 9.7%)
- **Sales increased 9.5% (6.0%, 9.0%, 7.4%)**

What are the main impacts on your business? Top issues ranked (previous figures in brackets)

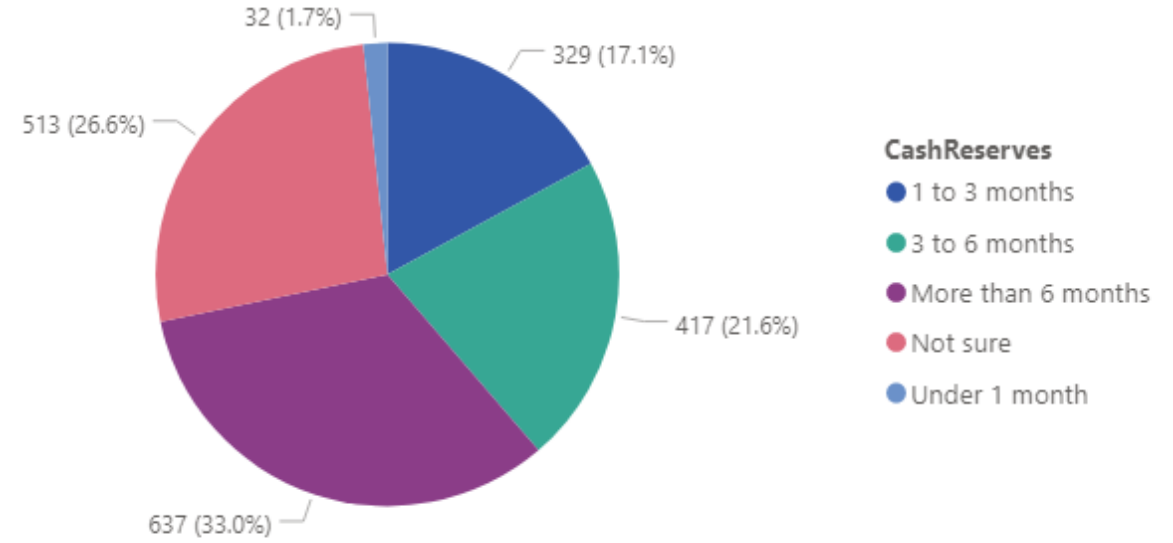
- **Decreased sales: 70.4% (69.4%, 68.3%, 68.1%)**
- Cashflow issues: 32.8% (33.8%, 34.6%, 34.8%)
- Business travel to visit clients: 31.4% (32.2%, 32.8%, 33.3%)
- Staff in isolation 17.4% (18.4%, 19.3%, 20.3%)
- Minor supply impacts 16.5% (16.7%, 17.3%, 17.6%); major supply 12.6% (13.2%, 13.8%, 14.1%)
- Conference / major event cancellation in the UK 11.5% (12.1%, 12.5%, 13.1%)
- Business travel to visit suppliers: 12.7% (13.2%, 13.6%, 14.0%)
- **Sales increased 8.7% (8.7%, 8.9%, 8.8%)**

LOCAL BUSINESS INTELLIGENCE – CASH RESERVES IMPACTS

In week figures (09 June to 15 June)



All respondents from start of survey (since 12 March)



How long do you believe you can sustain your organisation on your existing financial reserves?

- **<1 Month: 0% (1.7%, 0.0%, 0.0%)** previous weeks figures in brackets
- **1-3 Months: 14.7% (14.0%, 10.8%, 14.6%)**
- **3-6 Months: 20.0% (17.9%, 20.4%, 20.8%)**
- **6+ Months: 39.4% (31.8%, 42.5%, 31.8%)**
- **Not Sure: 25.9% (34.6%, 26.3%, 32.8%)**

➤ 56.4% (54.4%, 51.7%, 46.0%) of firms said they had applied for or intended to access loans or grants, similar to last week.

How long do you believe you can sustain your organisation on your existing financial reserves?

- **<1 Month: 1.7% (1.8%, 1.9%, 2.1%)**
- **1-3 Months: 17.1% (17.3%, 18.1%, 19.1%)**
- **3-6 Months: 21.6% (22.5%, 23.2%, 23.2%)**
- **6+ Months: 33.0% (32.2%) (32.0%) (31.0%)**
- **Not Sure: 26.6% (26.2%) (24.8%) (24.6%)**

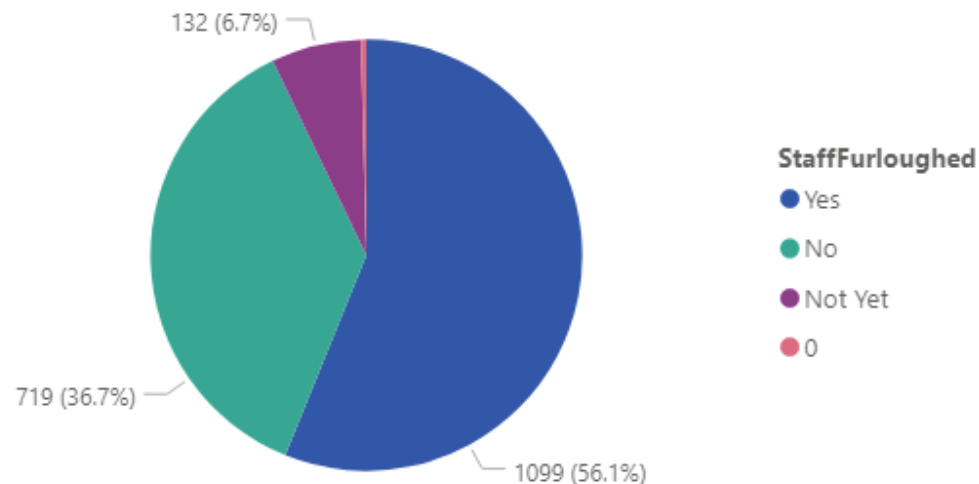
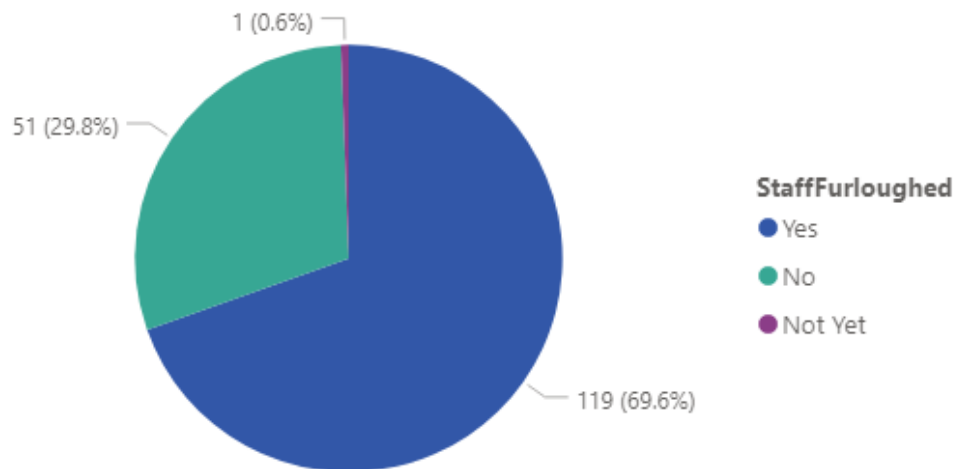
➤ 40.4% (41.0%, 39.0%, 37.7%) of firms said they had applied for or intended to access loans or grants

Notes: Figures based on number of respondents, previous figure in brackets.

LOCAL BUSINESS INTELLIGENCE – STAFF IMPACTS, FURLOUGH

In week figures (09 June to 15 June)

All respondents from start of survey (since 12 March)



Have you furloughed staff?

- **Yes: 69.6% (65.6%, 72.7%, 69.0%)** previous weeks figures in brackets
- Not Yet: 0.6% (5.5%, 1.3%, 3.0%)
- No: 29.8% (29.0%, 26.0%, 27.9%)

How many employees have you / do you anticipate having to furlough?

- Yes: 49.2% (63.6%, 57.2%, 58.2%) of firms said that they have furloughed more than half their staff.

Do you plan to make redundancies?

- 4.7% (4.4%, 1.9%, 4.5%) of respondents in the last week said that they planned to make redundancies.

Do you plan to return to operations in the next 2 weeks? What percentage will return?

- **48.2% (27.6%, 29.7%)** of firms said they were considering returning some of their workforce. Of these, 61.5% said all staff, and a further 31% said almost all all their staff.

Have you furloughed staff?

- **Yes: 56.1% (54.6%, 53.3%, 51.4%)**
- Not Yet: 6.7% (7.3%, 7.7%, (8.3%))
- No: 36.7% (38.1%, 39.0%, 40.2%)

How many employees have you / do you anticipate having to furlough?

- Yes: 48.1% (52.4%, 50.8%, 47.2%) of firms said that they have furloughed more than half their staff

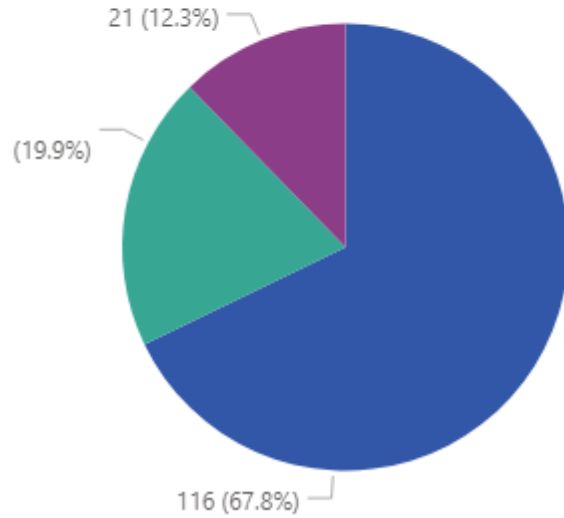
Do you plan to make redundancies?

- 3.5% (3.3%, 3.1%, 3.2%) of respondents said that they planned to make redundancies to date.

LOCAL BUSINESS INTELLIGENCE – OVERALL IMPACTS (SEVERITY)

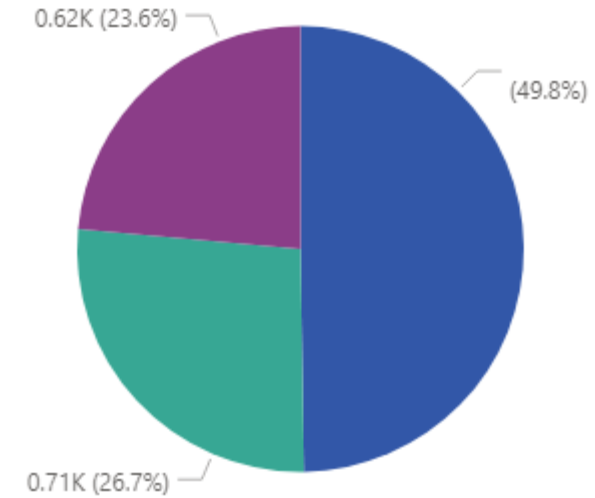
In week figures (09 June to 15 June)

● Medium - business will ... ● Low - continuing t... ● High - immediat...



All respondents from start of survey (since 12 March)

● Medium - business will ... ● Low - continuing t... ● High - immediat...



What is the overall impact on your business? (advisor judgement based on interview content)

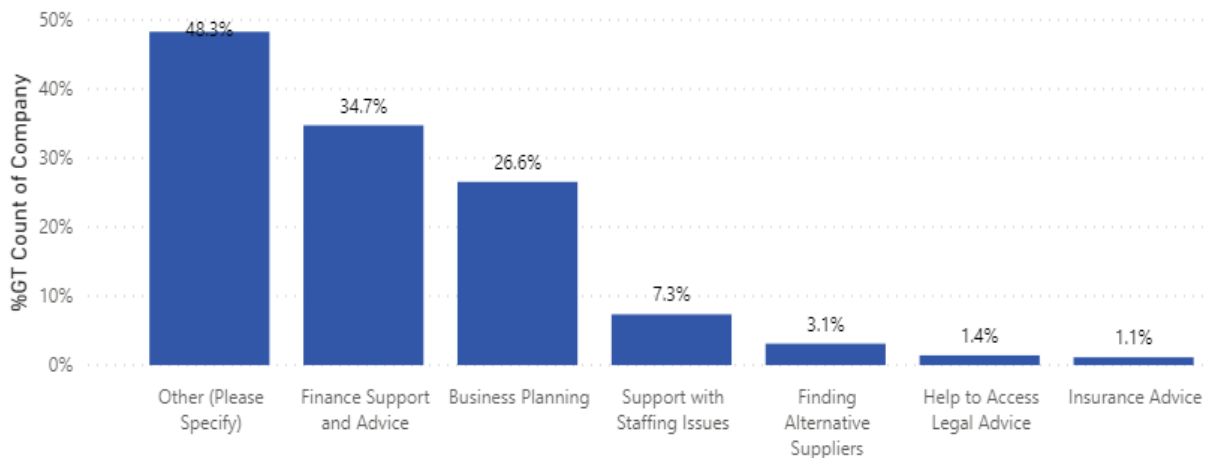
- **High: Immediate risks of employees being lost / businesses cease trading 12.3% (21.9%, 11.6%, 18.8%) previous weeks figures in brackets**
- **Medium: Businesses likely to continue to trade but at reduced sales and staffing 67.8% (57.9%, 64.2%, 54.9%)**
- **Low: Businesses likely to continue to trade without major risks 19.9% (20.2%, 24.3%, 26.3%)**

What is the overall impact on your business? (advisor judgement based on interview content)

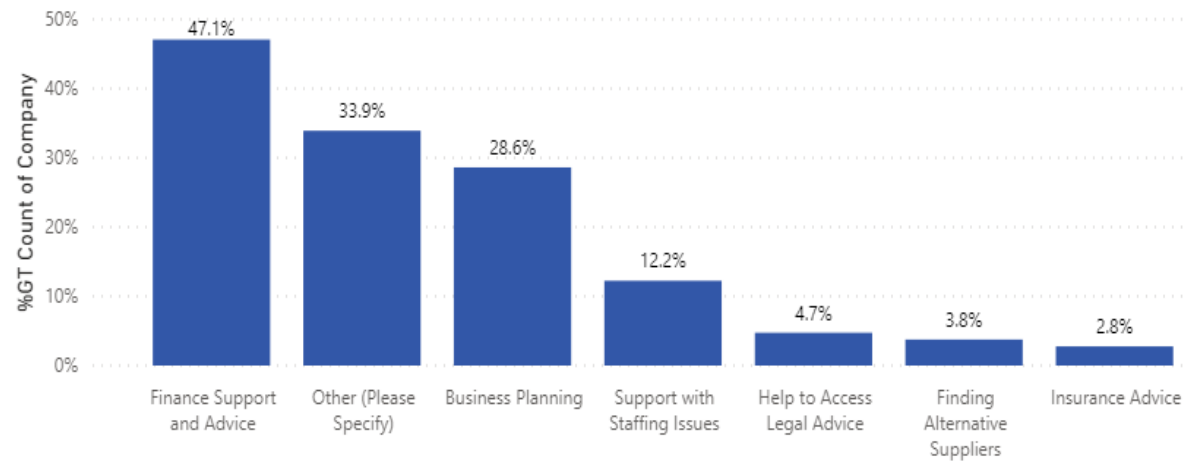
- **High: Immediate risks of employees being lost / businesses cease trading 23.6% (24.4%, 24.7%, 25.7%)**
- **Medium: Businesses likely to continue to trade but at reduced sales and staffing 49.8% (48.4%, 47.6%, 46.4%)**
- **Low: Businesses likely to continue to trade without major risks 26.7% (27.2%, 27.7%, 27.9%)**

LOCAL BUSINESS INTELLIGENCE – BUSINESS SUPPORT

In week figures (09 June to 15 June)



All respondents from start of survey (since 12 March)



Where would you appreciate further business support and information? (multiple response)

- Financial support and advice: 34.7% (41.6%, 43.2%, 41.0%) *previous weeks figures in brackets*
- Business planning: 26.6% (25.5%) (20.9%) (31.1%)
- Support with staffing issues: 7.3% (5.4%) (6.5%) (9.3%)
- Finding alternative suppliers: 3.1% (1.3%) (2.2%) (3.7%)
- Other: 48.3% gave ‘other’ responses no classified above, the main responses relate to Digital Innovation; Digital Marketing, Application of new production technology

How would you like to find out more about business support? (multiple response)

- Phone 38.0% (42.7%)
- Website 44.9% (40.5%)
- Webinars 22.8% (15.1%)
- Online courses 8.9% (5.4%)
- Coaching sessions 4.4%

Where would you appreciate further business support and information? (multiple response)

- **Financial support and advice: 47.1% (46.9%, 47.4%, 47.7%)**
- Business Planning: 28.6% (29.5%, 30.2%, 30.7%)
- Support with staffing issues: 12.2% (10.9%, 11.5%, 11.9%)
- Help to access legal advice: 4.7% (4.0%, 4.4%, 4.6%)
- Other: 33.9% of firms, on average, since the survey began , have flagged ‘other’ types of support. The main themes have been to date:
 - Advice on company access to finance and grants
 - Supporting businesses in how to operate safely once open again
 - Application of new digital technologies

IMPACTS (ALL TO DATE) BY SECTOR	Agriculture Forestry Fishing	Business, Finance, Prof Services	Construction	Creative, Digital & Technology	Education	Engineering	Green (Waste, Energy Recycling)	Health and Social Care	Hospitality, Tourism & Sport	Life Science	Logistics	Manufacturing	Retail & Wholesale	Other services	Low Carbon Env Goods & Services
Note: This table is based on live data and the results may vary slightly to the headline results presented in charts earlier in the report; and response rates of less than 5 firms have been suppressed and marked # . (Counts where sector classification is available, some respondents have no SIC code).															
Total respondents n=	15	407	135	412	56	69	66	83	99	34	54	649	250	85	tba
IMPACT ISSUES (PERCENTAGE OF THOSE SAYING 'YES') Note: response rates of less than 5 firms have been suppressed and marked #															
Business Travel to Visit Clients	46.2	37.0	47.7	35.1	35.2	37.9	51.7	27.1	17.0	35.7	23.4	31.3	26.5	17.8	tba
Business Travel to Visit Suppliers	23.1	8.3	18.9	10.1	5.6	15.5	17.2	5.7	8.0	21.4	4.3	20.8	17.5	6.8	tba
Cashflow issues %	23.1	34.8	40.5	30.1	37.0	27.6	41.4	35.7	60.2	28.6	31.9	26.2	38.1	32.9	tba
Conference / Event Cancel (Intern'l)	7.7	5.1	0.9	6.7	3.7	8.6	1.7	2.9	3.4	7.1	2.1	4.4	6.3	4.1	tba
Conference / Event Cancel (UK)	15.4	13.7	3.6	19.4	24.1	8.6	6.9	17.1	25.0	10.7	6.4	8.6	13.5	5.5	tba
Decreased sales	53.8	67.8	73.0	72.8	64.8	63.8	70.7	68.6	86.4	35.7	68.1	61.5	71.3	78.1	tba
Increased sales	30.8	7.4	3.6	8.1	14.8	6.9	6.9	2.9	2.3	35.7	6.4	12.8	13.5	8.2	tba
Staff in isolation	15.4	15.4	18.0	14.8	7.4	24.1	19.0	25.7	17.0	35.7	17.0	27.4	18.8	13.7	tba
Staff sick pay	0	2.6	3.6	2.0	3.7	1.7	0	12.9	1.1	0	0	5.8	3.1	2.7	tba
Supply chain (major issues)	15.4	10.8	19.8	7.0	5.6	12.1	13.8	7.1	9.1	14.3	17.0	15.7	25.1	9.6	tba
Supply chain (minor issues)	15.4	12.8	29.7	9.0	7.4	20.7	8.6	8.6	13.6	35.7	8.5	25.5	21.1	9.6	tba
Respondents n=	14	351	111	345	54	58	58	70	88	28	47	572	223	73	tba
IMPACT STAFF FURLOUGH (PERCENTAGE OF THOSE SAYING 'YES') Note: response rates of less than 5 firms have been suppressed and marked #															
Staff Furlough – Yes %	#	46.5	79.7	36.4	24.3	58.6	65.1	32.6	61.7	20.0	46.0	58.3	53.9	31.5	tba
> Furlough (of yes) % 50%+ of staff	#	50.5	63.8	36.7	33.3	52.9	46.4	42.9	72.4	75.0	52.9	49.0	53.3	76.5	tba
Respondents n=	<10	226	74	217	37	29	43	43	47	20	37	410	143	54	tba
CASH RESERVES (PERCENTAGE ABLE TO SURVIVE BY DURATION): Note: response rates of less than 5 firms have been suppressed and marked #															
< 1 Month	#	1.3	1.4	2.3	0	0	4.7	7.0	8.5	0	0	0.2	2.8	1.9	tba
1 up to 3 months	#	20.2	28.8	21.5	21.6	10.0	11.6	23.3	29.8	5.0	19.4	12.1	16.2	27.8	tba
3 up to 6 months	#	25.4	24.7	24.3	40.5	13.3	16.3	34.9	17.0	15.0	19.4	19.5	29.6	22.2	tba
More than 6 months	#	32.5	20.5	32.7	13.5	43.3	39.5	14.0	14.9	55.0	22.2	41.7	33.1	24.1	tba
Unsure	#	#	20.6	24.6	19.2	24.4	33.4	27.9	20.8	29.8	25.0	39.0	26.5	18.3	tba
Respondents n=	<10	224	73	214	37	29	43	43	47	20	37	405	142	54	tba

IMPACTS (ALL TO DATE) BY LOCAL AUTHORITY	Bolton	Bury	Manchester	Oldham	Rochdale	Salford	Stockport	Tameside	Trafford	Wigan	GM - percent	ALL - percent
Note: This table is based on live data and the results may vary slightly to the headline results presented in charts earlier in the report; and response rates of less than 5 firms have been suppressed and marked #. (Counts where LA / postcode classification is available).												
Total respondents n=	247	208	697	229	226	282	301	194	282	201	2,867	3,177
IMPACT ISSUES (PERCENTAGE OF THOSE SAYING 'YES') Note: response rates of less than 5 firms have been suppressed and marked #												
Business Travel to Visit Clients	34.7	25.6	37.1	20.8	28.8	34.9	29.0	30.5	30.7	32.9	31.7	31.4
Business Travel to Visit Suppliers	17.3	8.7	13.1	11.5	13.6	14.1	10.4	9.9	9.6	15.2	12.5	12.7
Cashflow issues	39.1	34.3	34.2	35.9	35.6	28.6	28.2	38.4	28.1	37.2	33.6	32.8
Conference / Event Cancel (Intern'l)	5.4	3.5	6.8	1.6	1.7	4.6	0.8	3.3	1.3	4.3	3.8	4
Conference / Event Cancel (UK)	13.4	7.0	17.2	6.3	4.0	18.3	7.1	6.6	7.9	13.4	11.4	11.5
Decreased sales	76.7	72.7	68.1	70.3	68.4	76.8	73.4	72.8	69.7	70.7	71.5	70.4
Increased sales	9.4	7.6	7.7	7.8	10.7	6.6	9.5	4.6	9.6	11.6	8.4	8.7
Staff in isolation	12.4	14.0	18.6	18.8	15.8	12.9	17.8	15.2	11.4	23.8	16.3	17.4
Staff sick pay	3.5	1.7	1.4	2.6	5.1	2.1	2.5	2.6	2.6	4.3	2.6	2.9
Supply chain (major issues)	17.8	11.0	12.3	11.5	11.9	10.8	8.3	15.2	11.4	12.2	12.1	12.6
Supply chain (minor issues)	18.8	17.4	16.1	14.6	18.6	19.5	11.6	13.9	12.3	22.6	16.3	16.5
Respondents n=	202	172	571	192	177	241	241	151	228	164	2,339	2,633
IMPACT STAFF FURLOUGH (PERCENTAGE OF THOSE SAYING 'YES') Note: response rates of less than 5 firms have been suppressed and marked #												
Staff Furlough – Yes %	60.2	58.4	48.4	60.4	64.0	55.2	57.4	59.3	52.5	61.8	56.2	56.1
> Furlough (of yes) % 50%+ of staff	53.3	58.3	40.0	55.4	48.6	45.2	60.3	55.1	44.9	55.1	49.6	48.1
Respondents n=	161	125	413	144	150	183	176	123	181	123	1,779	1,951
CASH RESERVES, ABLE TO SURVIVE: Note: response rates of less than 5 firms have been suppressed and marked #												
< 1 Month	0.6	1.6	3.0	2.1	0.7	1.1	0	1.7	0.6	0.8	1.4	1.7
1 up to 3 months	16.4	20.3	14.1	26.8	8.1	13.3	17.1	21.7	19.2	17.6	16.8	17.1
3 up to 6 months	23.3	16.3	21.7	21.1	21.6	26.1	19.4	16.7	21.5	24.4	21.5	21.6
More than 6 months	28.3	29.3	38.0	35.4	37.8	38.3	40.0	29.2	26.0	29.4	33.3	33.0
Unsure	31.4	32.5	23.2	14.6	31.8	21.2	23.5	30.7	32.7	27.8	27	26.6
Respondents n=	159	123	405	142	148	180	175	120	177	119	1,748	1,928

WEEKLY IMPACTS (GM & ALL RESPONDENTS)	CURRENT WEEK TOTALS		PREVIOUS WEEK TOTALS		DATA FROM START OF SURVEY TO DATE	
	GM - percent	ALL - percent	GM - percent	ALL - percent	GM - percent	ALL - percent
Note: This table is based on live data and the results may vary slightly to the headline results presented in charts earlier in the report; and response rates of less than 5 firms have been suppressed and marked #						
Total respondents n=	174	233	229	238	2,867	3,177
IMPACT ISSUES (PERCENTAGE OF THOSE SAYING 'YES') Note: response rates of less than 5 firms have been suppressed and marked #						
Business Travel to Visit Clients	20.1	21.5	24.8	24.6	31.7	31.4
Business Travel to Visit Suppliers	8.5	8.9	8.7	8.4	12.5	12.7
Cashflow issues	20.1	20.3	28.6	28.1	33.6	32.8
Conference / Event Cancel (Intern'l)	0.6	0.6	0.6	0.6	3.8	4.0
Conference / Event Cancel (UK)	3.0	4.4	8.1	7.8	11.4	11.5
Decreased sales	81.1	79.8	78.3	79.0	71.5	70.4
Increased sales	8.5	9.5	6.2	6.0	8.4	8.7
Staff in isolation	4.3	5.1	5.6	6.0	16.3	17.4
Staff sick pay	0.6	0.6	1.9	1.8	2.6	2.9
Supply chain (major issues)	5.5	5.7	6.2	7.2	12.1	12.6
Supply chain (minor issues)	12.8	11.4	12.4	12.0	16.3	16.5
Respondents n=	164	183	161	167	2,339	2,633
IMPACT STAFF FURLOUGH (PERCENTAGE OF THOSE SAYING 'YES') Note: response rates of less than 5 firms have been suppressed and marked #						
Staff Furlough – Yes %	69.3	69.6	64.8	65.6	56.2	56.1
> Furlough (of yes) % 50%+ of staff	47.9	49.2	63.5	65.8	49.6	48.1
Respondents n=	160	171	176	183	1,779	1,951
CASH RESERVES (PERCENTAGE ABLE TO SURVIVE BY DURATION): Note: response rates of less than 5 firms have been suppressed and marked #						
< 1 Month	0	0	1.7	1.7	1.4	1.7
1 up to 3 months	13.6	14.7	12.8	14.0	16.8	17.1
3 up to 6 months	18.2	20.0	18.6	17.9	21.5	21.6
More than 6 months	39.2	39.4	32.6	31.8	33.3	33.0
Unsure	29.0	25.9	34.3	34.6	27.0	26.6
Respondents n=	160	170	172	179	1,748	1,928