



# **GROWTH COMPANY COVID-19 IMPACT SURVEY**

**RESULTS FROM SURVEY INCEPTION TO DATE  
AND FOR THE WEEK 2ND TO 8TH JUNE**

[www.growthco.uk](http://www.growthco.uk)

# 1. SUMMARY AND ECONOMIC CONTEXT

## Economy and business

- Data from the Office for National Statistics showed that 300,000 UK workers were furloughed between 25th and 31st May, raising the total to 8.7 million since the start of the coronavirus crisis. This means more than a quarter of the country's workforce is now being supported by the £14bn-a-month scheme. The data also showed that a further 200,000 self-employed people have taken up government grants, raising the total grants issues to 2.5 million.
- The IHS Markit/CIPS UK Services PMI was revised higher to 29.0 in May 2020 from a preliminary estimate of 27.8 and compared to April's record low of 13.4. It was still the second-lowest reading since the survey began in July 1996, with travel, tourism and leisure firms being the most affected amid the coronavirus pandemic. New business continued to fall at a sharp rate, with new export work falling rapidly despite sporadic reports of rising demand in the Asia-Pacific region and new online sales initiatives.
- The Markit/CIPS UK Construction PMI rose to 28.9 in May 2020 from an all-time low of 8.2 in the previous month. The latest reading pointed to the second-sharpest contraction in the sector since February 2009, reflecting a gradual reopening of construction sites as lockdown measures were eased in England. New orders and employment continued to fall at a sharp pace, while lead times for construction products and materials continued to lengthen at a rapid pace. Looking ahead, UK construction business sentiment held close to April's low amid recession worries and fears of postponements to new projects.
- Footfall on high streets in England was up 31.5% on 1st June compared to Bank Holiday Monday, according to data from Springboard as shops, markets and car showrooms partially reopened. Shopper numbers were also boosted by those visiting coastal towns and historic areas to make the most of good weather, as well as the gradual reopening of a wider range of shops. However, the number of shoppers at all retail destinations was still more than 60% down on the same time last year.
- On Friday, Halifax announced that British house prices had fallen for a third straight month in May as the coronavirus crisis hit the market, but that the decline was smaller than April's. Prices fell by 0.2% in March from April, compared with a 0.6% fall in April from March. Compared with May 2019, prices were up by 2.6%, a slightly less than April's 2.7% annual rise.
- A study of more than 924 senior decision makers in a cross-section of UK businesses undertaken by One World Express found that 57% were considering expansion into new global markets, with 45% admitting that the pandemic had made them realise how reliant they are on a single market. Within large businesses of 250 employees or more, 58% said that they were overly reliant on one particular market. Furthermore, some 44% said that they were looking to expand globally because Brexit has prompted them to "explore new export opportunities outside of the Single Market".

## Survey summary

- **This report represents the views of almost 3,000 businesses since the Growth Company Covid-19 survey began in early March, and 238 firms last week.** Decreased sales, cashflow problems, and difficulties visiting clients are still the main challenges facing business, with similar levels reporting these issues in the last 4 weeks of the survey. A similar proportion of firms reported they have cash reserves to last up to 3 months as last week, however some sectors show severe stress, in particular HLT, Retail, Construction, and Logistics.
- **Employee impacts still show that furlough of staff remains prevalent, despite falling slightly on levels last week, and less than 5% of firms state they intend to make redundancies.** Just under 28% of firms said they were considering returning some of their workforce in the next 2 weeks. Of these, 30% said at least half of their staff, and a further 20% said 'all their staff. **Future business support requirements are still focussed upon financial support and advice,** and business planning. Full details of the results are included in the appendix to this report.

*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.*

*For more information, please contact: [Sabirah.chowdhury@growthco.uk](mailto:Sabirah.chowdhury@growthco.uk)*

*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.*

## 2. LOCAL BUSINESS SURVEY SUMMARY

### Response

- 238 firms responded from 02 June to 08 June (194 last week). Almost 3,000 firms in total have responded to the survey since its inception in 12 March 2012, with just under 4,000 surveys completed during that time. *All figures below have been rounded to the nearest whole percentage point; and relate to the response from the most recent survey completed.*

### ***Decreased sales, cashflow problems, and difficulties visiting clients are still the main challenges facing business, with similar levels reporting these issues in the last 4 weeks of the survey.***

- Decreased sales and cashflow remain the main impacts reported by business. 79% of firms reported decreased sales this week (69% of all respondents since March). This represents a slight increase from 72% last week, and is significantly higher than the 35% of respondents reported in early March. 28% (30% 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 some sectors show severe stress, in particular HLT, Retail, Construction, and Logistics.***

- 16% of firms from this weeks survey (19% of all respondents since March) said they can sustain their organisation on reserves for up to 3 months, compared to 15% last week (22% three weeks ago). To date the sectors reporting the highest proportion of cashflow issues are Hospitality/Leisure/Tourism, Retail, Construction, and Logistics; and highest by LA area in Bolton, Tameside and Wigan.

### ***Employee impacts still show that furlough of staff remains prevalent, despite falling slightly on levels last week, with less than 5% of firms state they intend to make redundancies.***

- 66% of all respondents this week said that they had furloughed staff, compared with 73% last week and 69% the week before. Of those firms furloughing staff, 64% said they had: **‘more than half their staff furloughed’** up from 57% last week (and the equivalent figure is 53% for all surveys to date).
- The highest proportion of firms by sector that said they had furloughed staff are Construction, Green (Waste & Energy), Hospitality, Leisure and Tourism, and Manufacturing and Engineering. Few companies to date report that they have / or intend to make redundancies. Only 4% of respondents this week said they were making redundancies.
- **Just under 28% of firms said they were considering returning some of their workforce** in the next 2 weeks. Of these, 30% said at least half of their staff, and a further 20% said ‘all their staff’.

### ***Future business support requirements are still focussed upon financial support and advice***

- Financial support and advice: 42% (41% last week), remains the main area of support suggested by respondents. 26% of respondents (up from 21% last week) said Business planning advice; and just over 5% said support with staffing issues, similar to last week. 45% of respondents gave ‘other’ responses – these mostly relate to ‘no other support needed’, and ‘digital and business transformation’.

### **Survey of International Trade clients (Data up to 04 June)**

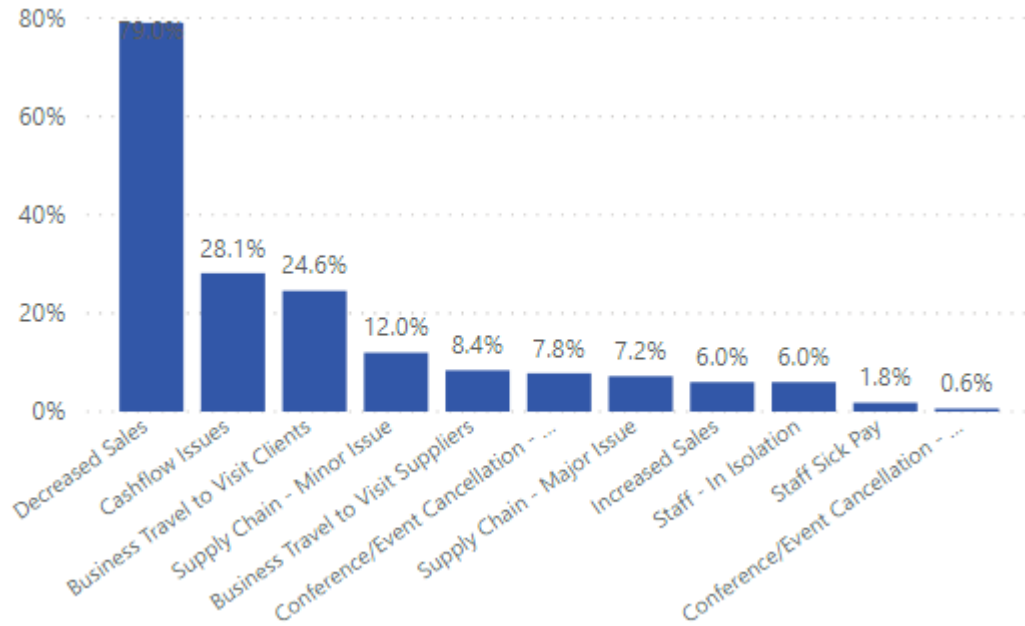
- **Analysis of a further 595 firms surveyed by the North West International Trade team shows that over three-quarters 76% of issues raised by firms related to the negative impacts from C19.** The main impacts reported are decreased sales, cashflow issues, supply chain disruption / disruption to operations; and orders cancelled. The biggest impacts / negative issues were associated with the sectors: Food and Drink, Business Services, Creative and Media, and Retail.

### **RedflagAlert – Insolvency risk data for Greater Manchester (Data up to 01 June)**

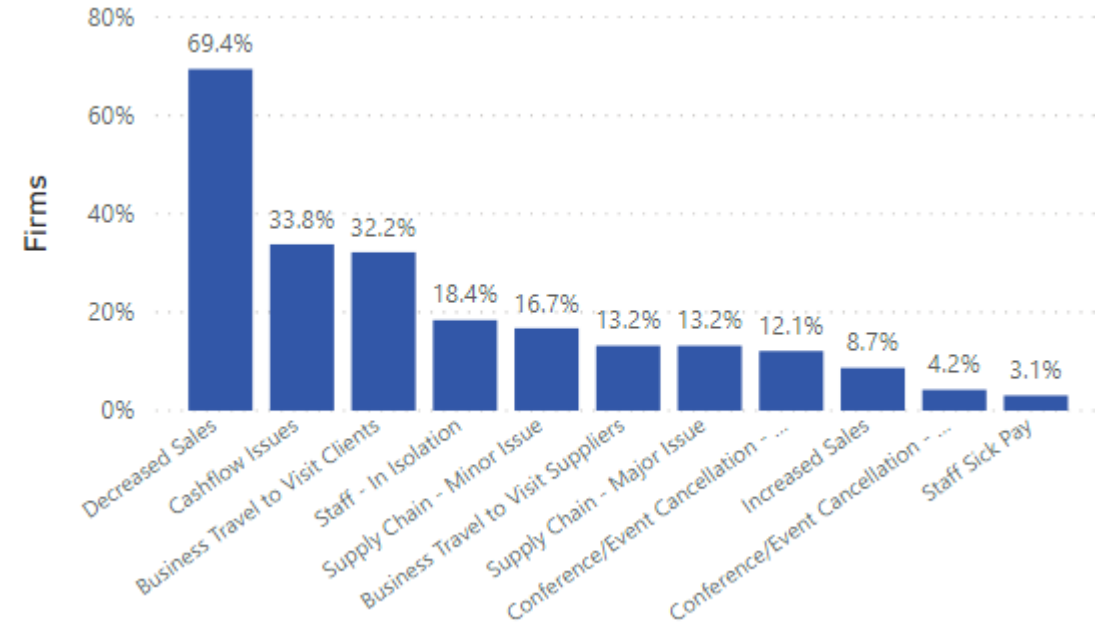
- 11.5% of firms reported as having one or more red flags (a sign of financial stress / insolvency risk) compared to an average of 10.7% in the UK and 10.8% in the NW. There has been a rise in the proportion of firms with 1-3 flags compared to just over 10% reported at the start of April 2020. Large firms are more likely than SMEs firms to have 1 to 3 flags. 14% of firms with 250+ employees (with a risk rating) have one or more red flags, compared to an average of 11% in the UK, and just under 13% in the NW. The UK average shows that there is a higher proportion of SMEs with 1-3 red flags.

# LOCAL BUSINESS INTELLIGENCE – HEADLINE IMPACTS

*In week figures (02 June to 08 June)*



*All respondents from start of survey (since 12 March)*



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

- **Decreased sales: 79.0% (72.1%) (79.5%)**
- Cashflow issues: 28.1% (29.9%) (30.7%) *3 weeks previous figure 34.4%*
- Business travel to visit clients: 24.6% (24.0%) (28.4%)
- Minor supply chain impacts 12.0% (13.0%) (14.2%), and major supply problems 7.2% (8.4%) (10.2%)
- Business travel to visit suppliers: 8.4% (6.5%) (14.8%)
- Conference / major event cancellation in the UK 7.8% (3.9%) (7.4%)
- Staff in isolation 6.0% (3.9%) (9.7%) *and 2 weeks previous figure 16.1%*
- **6.0% (9.0%) of firms last week (7.4%) said they had seen sales increase**

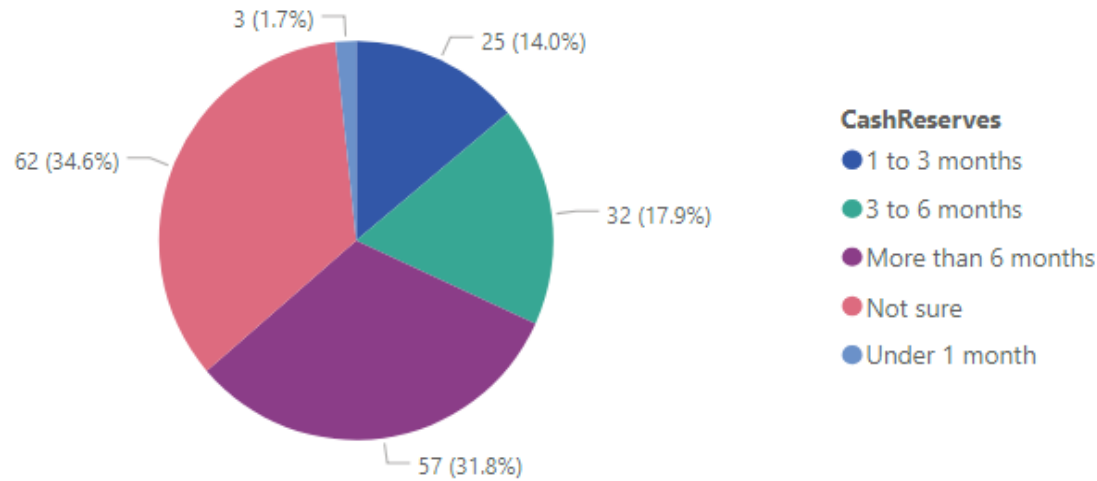
**What are the main impacts on your business?** Top issues ranked (previous figures in brackets)

- Decreased sales: 69.4% (68.3%) (68.1%)
- Cashflow issues: 33.8% (34.6%) (34.8%)
- Business travel to visit clients: 32.2% (32.8%) (33.3%)
- Staff in isolation 18.4% (19.3%) (20.3%)
- Minor supply chain impacts 16.7% (17.3%) (17.6%), and major supply problems 13.2% (13.8%) (14.1%)
- Conference / major event cancellation in the UK 12.1% (12.5%) (13.1%)
- Business travel to visit suppliers: 13.2% (13.6%) (14.0%)
- **8.7% (8.9%) of firms to date (8.8%) said they had seen sales increase**

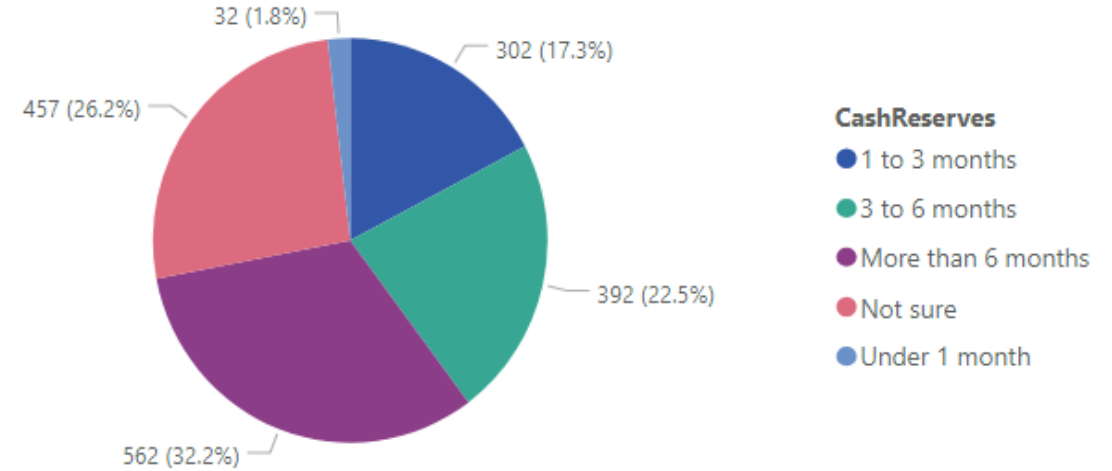
\* Notes: Figures based on number of respondents stating an impact in their business, previous figure in brackets. In week figure possibly anomaly to tend to figure from 2 weeks previous given also.

# LOCAL BUSINESS INTELLIGENCE – CASH RESERVES IMPACTS

*In week figures (02 June to 08 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: 1.7% (0.0%) (0.0%)**
- **1-3 Months: 14.0% (10.8%) (14.6%)**
- **3-6 Months: 17.9% (20.4%) (20.8%)**
- **6+ Months: 31.8% (42.5%) (31.8%)**
- **Not Sure: 34.6% (26.3%) (32.8%)**

➤ **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?**

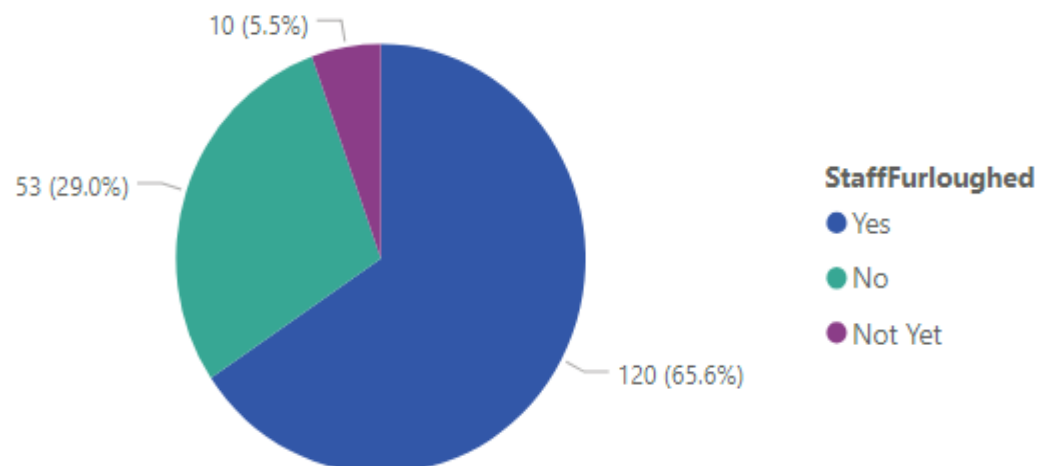
- **<1 Month: 1.8% (1.9%) (2.1%)**
- **1-3 Months: 17.3% (18.1%) (19.1%)**
- **3-6 Months: 22.5% (23.2%) (23.2%)**
- **6+ Months: 32.2% (32.0%) (31.0%) (20% figure 5 weeks previous)**
- **Not Sure: 26.2% (24.8%) (24.6%)**

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

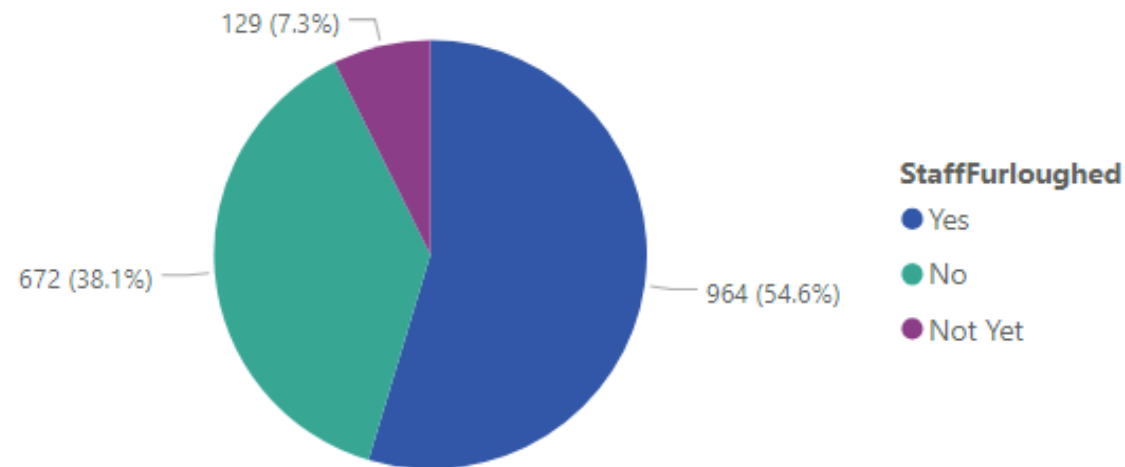
Notes: Figures based on number of respondents, previous figure in brackets.

# LOCAL BUSINESS INTELLIGENCE – STAFF IMPACTS, FURLOUGH

*In week figures (02 June to 08 June)*



*All respondents from start of survey (since 12 March)*



**Have you furloughed staff?**

- **Yes: 65.6% (72.7%) (69.0%)**
- Not Yet: 5.5% (1.3%) (3.0%)
- No: 29.0% (26.0%) (27.9%).

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

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

**Do you plan to make redundancies?**

- **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?**

- **27.6% (29.7%)** of firms said they were considering returning some of their workforce. 30% said at least half of their staff, and a further 20% all their staff. 20% were unsure, 42% last week.

**Have you furloughed staff?**

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

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

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

**Do you plan to make redundancies?**

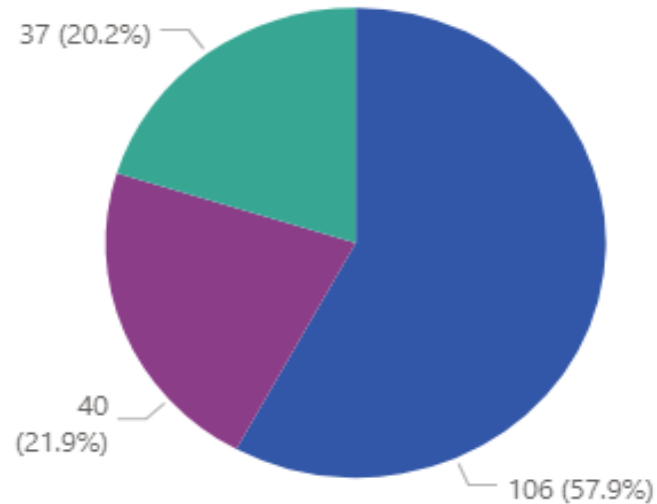
- **3.3% (3.1%) (3.2%)** of respondents said that they planned to make redundancies to date.

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

# LOCAL BUSINESS INTELLIGENCE – OVERALL IMPACTS (SEVERITY)

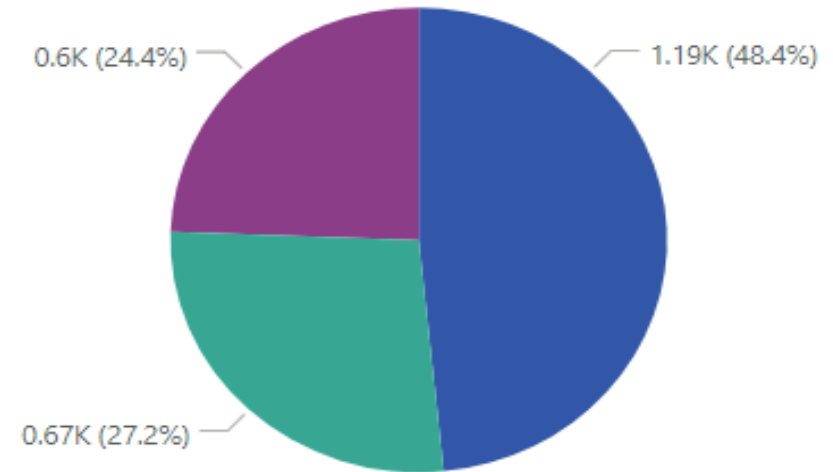
*In week figures (02 June to 08 June)*

● Medium - business will ... ● High - immediate c... ● Low - continuing ...



*All respondents from start of survey (since 12 March)*

● Medium - business will ... ● Low - continuing to ... ● 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** 21.9% (11.6%) (18.8%)
- **Medium: Businesses likely to continue to trade but at reduced sales and staffing** 57.9% (64.2%) (54.9%)
- **Low: Businesses likely to continue to trade without major risks** 20.2% (24.3%) (26.3%)

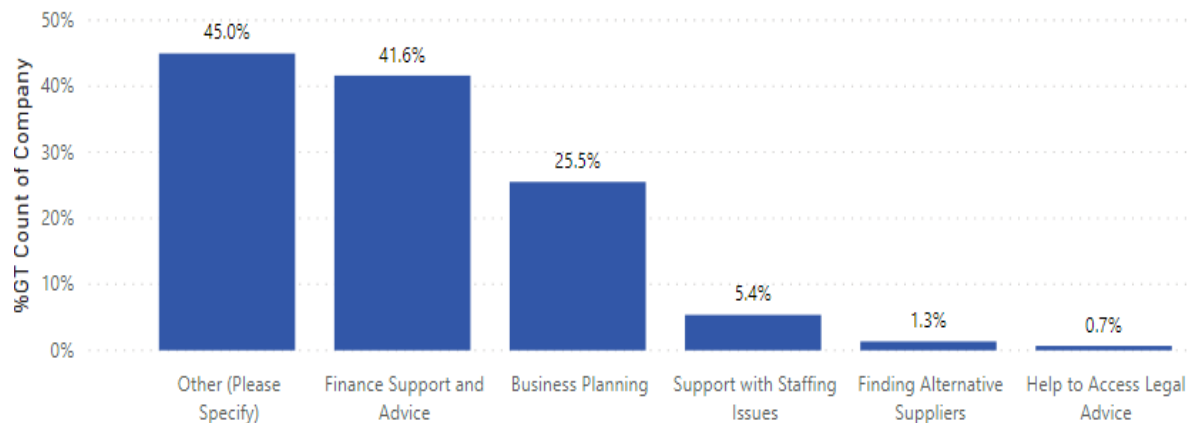
**What is the overall impact on your business? (advisor judgement based on interview content)**

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

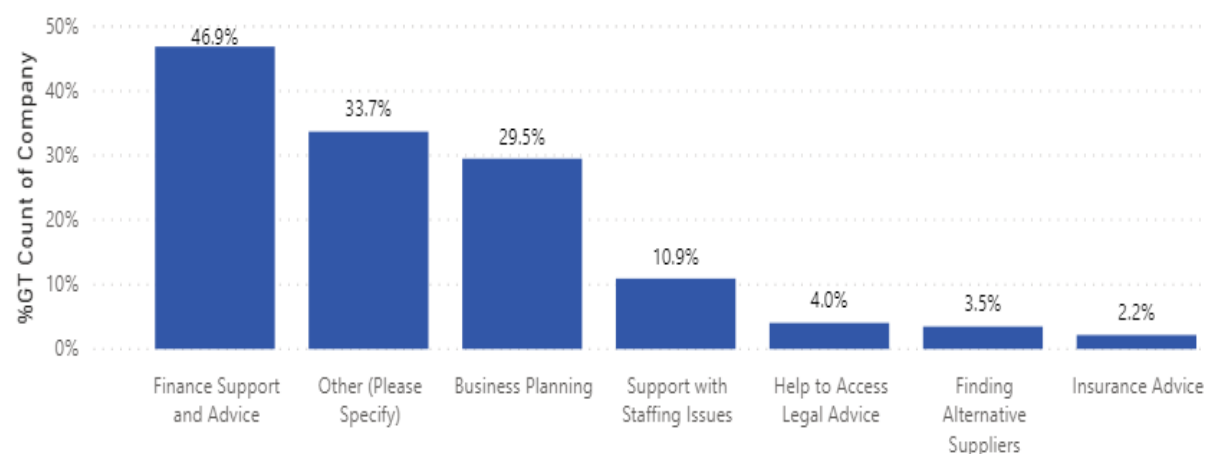
Notes: Figures based on number of respondents, previous figure in brackets.

# LOCAL BUSINESS INTELLIGENCE – BUSINESS SUPPORT

*In week figures (02 June to 08 June)*



*All respondents from start of survey (since 12 March)*



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

- Other: 45.0% (37.9%) (44.4%). Of these, the main issues flagged this week was having more information on Digital Innovation, diversifying business models; and ‘no further support yet’
- Financial support and advice: 41.6% (43.2%) (41.0%)
- Business planning: 25.5% (20.9%) (31.1%) *and 2 weeks previous 32.2%*
- Support with staffing issues: 5.4% (6.5%) (9.3%)
- Finding alternative suppliers: 1.3% (2.2%) (3.7%)

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

- Phone 42.7%
- Website 40.5%
- Webinars 15.1%
- Online courses 5.4%

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

- **Financial support and advice: 46.9% (47.4%) (47.7%)**
- Other: 33.7% (32.6%) (32.2%) Of these, the main issues flagged since the survey began are:
  - Advice on company access to finance and grants
  - Supporting businesses in how to operate safely once open again
- Business Planning: 29.5% (30.2%) (30.7%)
- Support with staffing issues: 10.9% (11.5%) (11.9%)
- Help to access legal advice: 4.0% (4.4%) (4.6%)

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



<b>IMPACTS (ALL TO DATE) BY LOCAL AUTHORITY</b>	<b>Bolton</b>	<b>Bury</b>	<b>Manchester</b>	<b>Oldham</b>	<b>Rochdale</b>	<b>Salford</b>	<b>Stockport</b>	<b>Tameside</b>	<b>Trafford</b>	<b>Wigan</b>	<b>GM - percent</b>	<b>ALL - percent</b>
<b>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).</b>												
<b>Total respondents n=</b>	<b>223</b>	<b>190</b>	<b>668</b>	<b>208</b>	<b>206</b>	<b>258</b>	<b>281</b>	<b>172</b>	<b>255</b>	<b>179</b>	<b>2,640</b>	<b>2,976</b>
<b>IMPACT ISSUES (OF THOSE SAYING 'YES')</b>												
<b>Business Travel to Visit Clients</b>	35.9%	25.8%	38.3%	21.8%	29.9%	35.1%	30.4%	30.4%	31.5%	34.2%	32.6%	32.2%
<b>Business Travel to Visit Suppliers</b>	19.6%	8.4%	13.7%	12.3%	13.4%	14.2%	10.4%	10.1%	10.3%	16.1%	13.0%	13.2%
<b>Cashflow issues</b>	39.7%	35.5%	35.2%	36.3%	36.6%	31.6%	29.1%	40.6%	28.2%	40.3%	34.8%	33.8%
<b>Conference / Event Cancel (Intern'l)</b>	6.0%	3.9%	7.3%	1.7%	1.8%	4.4%	0.9%	3.6%	1.4%	4.7%	4.1%	4.2%
<b>Conference / Event Cancel (UK)</b>	14.1%	7.7%	18.2%	6.7%	4.3%	18.7%	7.4%	7.3%	8.9%	14.8%	12.2%	12.1%
<b>Decreased sales</b>	74.5%	72.9%	66.9%	68.7%	65.9%	76.9%	71.3%	71.0%	70.0%	69.8%	70.3%	69.4%
<b>Increased sales</b>	10.3%	5.8%	8.0%	7.8%	11.6%	6.2%	10.9%	4.4%	8.5%	12.1%	8.5%	8.7%
<b>Staff in isolation</b>	13.6%	15.5%	19.9%	19.6%	17.1%	13.3%	19.6%	15.9%	11.3%	26.2%	17.4%	18.4%
<b>Staff sick pay</b>	3.8%	1.9%	1.6%	2.8%	5.5%	1.8%	2.6%	2.9%	2.8%	4.7%	2.7%	3.1%
<b>Supply chain (major issues)</b>	18.5%	11.6%	12.6%	10.6%	12.8%	12.0%	10.0%	15.9%	12.7%	12.1%	12.7%	13.2%
<b>Supply chain (minor issues)</b>	19.6%	18.1%	15.9%	15.1%	17.7%	20.4%	10.9%	15.2%	11.3%	25.5%	16.5%	16.7%
<b>Respondents n=</b>	<b>184</b>	<b>155</b>	<b>549</b>	<b>179</b>	<b>164</b>	<b>225</b>	<b>230</b>	<b>138</b>	<b>213</b>	<b>149</b>	<b>2,186</b>	<b>2,479</b>
<b>WORKFORCE ACTIVITY Note: response rates of less than 5 firms have been suppressed and marked #</b>												
<b>Staff Furlough – Yes %</b>	55.9%	57.8%	46.7%	59.1%	60.0%	53.2%	56.1%	60.8%	51.6%	60.6%	54.4%	54.6%
<b>&gt; Furlough (of yes) % 50%+ of staff</b>	56.0%	66.2%	46.4%	56.4%	50.0%	49.5%	59.6%	52.2%	47.1%	60.0%	51.3%	52.4%
<b>Respondents n=</b>	<b>143</b>	<b>109</b>	<b>379</b>	<b>127</b>	<b>135</b>	<b>158</b>	<b>157</b>	<b>107</b>	<b>161</b>	<b>104</b>	<b>1,580</b>	<b>1,765</b>
<b>CASH RESERVES, ABLE TO SURVIVE: Note: response rates of less than 5 firms have been suppressed and marked #</b>												
<b>&lt; 1 Month</b>	0.7%	1.9%	3.2%	2.4%	0.8%	1.3%	0.0%	1.9%	0.6%	1.0%	1.6%	1.8%
<b>1 up to 3 months</b>	16.2%	21.7%	14.1%	27.8%	7.5%	14.7%	19.2%	22.1%	17.2%	19.8%	17.1%	17.3%
<b>3 up to 6 months</b>	26.8%	16.0%	22.1%	21.4%	21.8%	29.3%	18.6%	17.3%	24.8%	23.8%	22.5%	22.5%
<b>More than 6 months</b>	26.1%	26.4%	37.5%	23.8%	38.4%	35.7%	38.5%	29.8%	24.2%	32.7%	32.4%	32.2%
<b>Unsure</b>	30.3%	34.0%	23.4%	24.6%	31.6%	19.1%	23.7%	28.9%	33.8%	22.8%	26.5%	26.2%
<b>Respondents n=</b>	<b>142</b>	<b>106</b>	<b>376</b>	<b>126</b>	<b>133</b>	<b>157</b>	<b>156</b>	<b>104</b>	<b>157</b>	<b>101</b>	<b>1,558</b>	<b>1,743</b>

<b>IMPACTS (ALL TO DATE) BY SECTOR</b>	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
<b>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).</b>															
<b>Total respondents n=</b>	<b>15</b>	<b>397</b>	<b>133</b>	<b>404</b>	<b>56</b>	<b>67</b>	<b>64</b>	<b>81</b>	<b>97</b>	<b>33</b>	<b>51</b>	<b>637</b>	<b>245</b>	<b>83</b>	<b>Tba</b>
<b>IMPACT ISSUES (OF THOSE SAYING 'YES')</b> <i>Note: response rates of less than 5 firms have been suppressed and marked #</i>															
<b>Business Travel to Visit Clients</b>	42.9%	36.3%	46.4%	36.3%	35.2%	40.4%	51.8%	27.9%	17.4%	33.3%	24.4%	32.2%	26.9%	18.3%	Tba
<b>Business Travel to Visit Suppliers</b>	21.4%	8.1%	17.3%	10.6%	7.4%	17.5%	16.1%	5.9%	8.1%	22.2%	4.9%	21.2%	17.8%	7.0%	Tba
<b>Cashflow issues</b>	21.4%	34.9%	40.9%	31.0%	37.0%	28.1%	41.1%	36.8%	60.5%	29.6%	39.0%	27.2%	39.3%	35.2%	Tba
<b>Conference / Event Cancel (Intern'l)</b>	7.1%	5.5%	0.9%	6.8%	3.7%	10.5%	1.8%	2.9%	3.5%	7.4%	4.9%	4.5%	6.4%	4.2%	Tba
<b>Conference / Event Cancel (UK)</b>	14.3%	14.0%	3.6%	20.1%	24.1%	8.8%	7.1%	17.7%	25.6%	11.1%	4.9%	8.7%	13.7%	7.0%	Tba
<b>Decreased sales</b>	57.1%	67.4%	71.8%	72.6%	64.8%	61.4%	69.6%	66.2%	86.1%	37.0%	63.4%	61.2%	72.2%	77.5%	Tba
<b>Increased sales</b>	28.6%	7.3%	3.6%	8.3%	14.8%	7.0%	7.1%	2.9%	2.3%	33.3%	7.3%	12.3%	12.3%	8.5%	Tba
<b>Staff in isolation</b>	14.3%	16.3%	17.3%	15.3%	5.6%	26.3%	17.9%	26.5%	17.4%	37.0%	19.5%	28.7%	18.7%	14.1%	Tba
<b>Staff sick pay</b>	#	2.6%	3.6%	2.4%	3.7%	1.8%	#	13.2%	1.2%	#	#	5.9%	3.2%	2.8%	Tba
<b>Supply chain (major issues)</b>	14.3%	10.5%	18.2%	7.4%	7.4%	12.3%	12.5%	7.4%	9.3%	14.8%	17.1%	16.6%	26.9%	9.9%	Tba
<b>Supply chain (minor issues)</b>	14.3%	12.5%	30.0%	8.9%	9.3%	22.8%	8.9%	8.8%	14.0%	33.3%	7.3%	26.0%	21.9%	8.5%	Tba
<b>Respondents n=</b>	<b>14</b>	<b>344</b>	<b>110</b>	<b>339</b>	<b>54</b>	<b>57</b>	<b>56</b>	<b>68</b>	<b>86</b>	<b>27</b>	<b>44</b>	<b>562</b>	<b>219</b>	<b>71</b>	<b>Tba</b>
<b>WORKFORCE ACTIVITY</b> <i>Note: response rates of less than 5 firms have been suppressed and marked #</i>															
<b>Staff Furlough – Yes %</b>	#	44.7%	78.6%	36.5%	22.9%	59.3%	63.4%	35.0%	62.2%	22.2%	46.9%	57.3%	53.7%	29.4%	Tba
<b>&gt; Furlough (of yes) % 50%+ of staff</b>	#	50.0%	66.7%	38.2%	37.5%	50.0%	46.2%	42.9%	71.4%	75.0%	53.3%	48.9%	51.4%	86.7%	Tba
<b>Respondents n=</b>	<b>&lt;10</b>	<b>215</b>	<b>70</b>	<b>208</b>	<b>35</b>	<b>27</b>	<b>41</b>	<b>40</b>	<b>45</b>	<b>18</b>	<b>32</b>	<b>389</b>	<b>134</b>	<b>51</b>	<b>Tba</b>
<b>CASH RESERVES, ABLE TO SURVIVE:</b> <i>Note: response rates of less than 5 firms have been suppressed and marked #</i>															
<b>&lt; 1 Month</b>	#	1.4%	1.4%	2.4%	#	#	4.9%	7.5%	8.9%	#	#	0.3%	2.2%	2.0%	Tba
<b>1 up to 3 months</b>	#	21.1%	30.0%	22.3%	22.9%	11.1%	12.2%	25.0%	28.9%	5.3%	21.2%	12.2%	17.2%	29.4%	Tba
<b>3 up to 6 months</b>	#	25.8%	24.3%	25.2%	40.0%	14.8%	17.1%	35.0%	17.8%	15.8%	15.2%	20.3%	32.1%	23.5%	Tba
<b>More than 6 months</b>	#	30.5%	20.0%	32.0%	14.3%	37.0%	39.0%	12.5%	15.6%	57.9%	21.2%	40.4%	29.9%	21.6%	Tba
<b>Unsure</b>	#	21.1%	24.3%	18.5%	22.9%	37.0%	29.3%	20.0%	28.9%	21.1%	42.4%	26.8%	18.7%	23.5%	Tba
<b>Respondents n=</b>	<b>&lt;10</b>	<b>213</b>	<b>70</b>	<b>206</b>	<b>35</b>	<b>27</b>	<b>41</b>	<b>40</b>	<b>45</b>	<b>19</b>	<b>33</b>	<b>384</b>	<b>134</b>	<b>51</b>	<b>Tba</b>

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 #						
<i>Total respondents n=</i>	229	238	182	194	2,640	2,976
IMPACT ISSUES (OF THOSE SAYING 'YES')						
Business Travel to Visit Clients	24.8%	24.6%	22.7%	24.0%	32.6%	32.2%
Business Travel to Visit Suppliers	8.7%	8.4%	5.5%	6.5%	13.0%	13.2%
Cashflow issues	28.6%	28.1%	35.2%	29.9%	34.8%	33'8%
Conference / Event Cancel (Intern'l)	0.6%	0.6%	0.8%	0.6%	4.1%	4.2%
Conference / Event Cancel (UK)	8.1%	7.8%	4.7%	3.9%	12.2%	12.1%
Decreased sales	78.3%	79.0%	75.0%	72.1%	70.3%	69.4%
Increased sales	6.2%	6.0%	7.8%	9.1%	8.5%	8.7%
Staff in isolation	5.6%	6.0%	3.9%	3.9%	17.4%	18.4%
Staff sick pay	1.9%	1.8%	0.0%	4.6%	2.7%	3.1%
Supply chain (major issues)	6.2%	7.2%	7.0%	8.4%	12.7%	13.2%
Supply chain (minor issues)	12.4%	12.0%	14.1%	13.0%	16.5%	16.7%
<i>Respondents n=</i>	161	167	144	154	2,186	2,479
WORKFORCE ACTIVITY						
Staff Furlough – Yes %	64.8%	65.6%	72.9%	72.7%	54.4%	54.6%
<i>&gt; Furlough (of yes) % 50%+ of staff</i>	63.5%	65.8%	58.3%	57.2%	51.3%	52.4%
<i>Respondents n=</i>	176	183	105	154	1,580	1,765
CASH RESERVES, ABLE TO SURVIVE:						
< 1 Month	1.7%	1.7%	0%	0%	1.6%	1.8%
1 up to 3 months	12.8%	14.0%	9.9%	10.8%	17.1%	17.3%
3 up to 6 months	18.6%	17.9%	19.1%	20.4%	22.5%	22.5%
More than 6 months	32.6%	31.8%	43.3%	42.5%	32.4%	32.2%
Unsure	34.3%	34.6%	27.7%	26.3%	26.5%	26.2%
<i>Respondents n=</i>	172	179	141	167	1,558	1,743