COVID-19 WEEKLY SITUATION REPORT AND BUSINESS SURVEY RESULTS

RESULTS FROM SURVEY INCEPTION TO DATE AND FOR THE WEEK 16TH TO 22ND JUNE

www.growthco.uk

2. LOCAL BUSINESS SURVEY SUMMARY

141 firms responded from 16th June to 22nd June (233 last week). Over 3,300 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 challenges falls 10 percentage points on last week's levels.

- Decreased sales and cashflow remain the main impacts reported by business. 79% of firms reported decreased sales this week (71% of all respondents since March). This represents little change on last week (80%), and is significantly higher than the 35% of respondents reported in early March. 10% (20% last week) of firms reported cashflow issues (32% of all respondents since March).

There has been a continuing rise in the proportion of firms with more than 6 months case reserves. However, sectors with the most severe stress continue to be HLT, Waste & Energy, and Construction.

- 52% of firms respondent this week claim to have more then 6 months cash reserves compared to 39.4% last week, and the proportion claiming up to 3 months has fallen to 9.5% down from 14.7% last week. The sectors reporting the highest proportion of cashflow issues are Hospitality/Leisure/Tourism, Waste & Energy, and Construction; and highest by LA area in Bolton, Tameside and Oldham.

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, and rising redundancies.

- 67% of all respondents this week said that they had furloughed staff, compared with 70% last week and 66% the week to date are Construction Waste & Energy, Hospitality, Leisure, and Manufacturing.
- However, the survey continues to show a marked increase in the proportion of firms suggesting they are likely to return to operations. 69% of firms said they are likely to return all staff compared with 48% last week, and of those returning – 67% said 'all staff' and a further 22% said 'almost all staff'.
- There has been a slight rise in the proportion of firms stating that they have, or intend to make redundancies, rising to 6.5% of respondents this week, and up from 4.5% four weeks ago.
- Financial support and advice: 35% (35% last week), remains the main area of support suggested by respondents. 28% of respondents (27% last week) said Business planning advice; and just over 2% said support with staffing issues (7% last week). Of the 41% giving 'other' responses – the majority of responses were relating to remote working and workforce development.

International Trade case study analysis (Data up to 19 June)

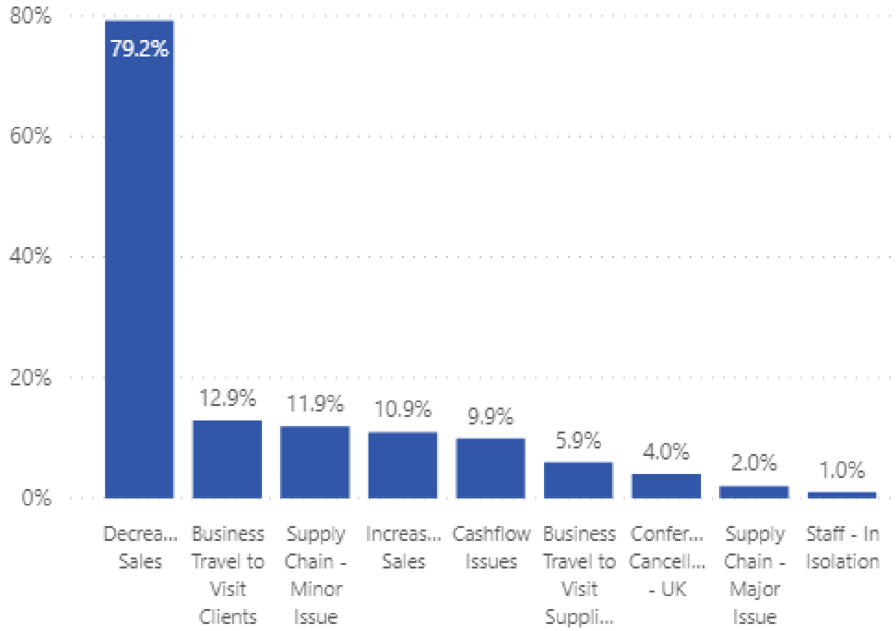
- **Analysis of a further 606 firms surveyed by** the **North West International Trade team shows that over three-quarters 75% of issues raised by firms related to the negative impacts from C19**. The main impacts remain decreased sales, cashflow issues, supply chain disruption / disruption to operations; and orders cancelled. Of those reporting a positive impact, 50% said the positive news was linked to increasing sales, and 35% said they had introduced improvements to production. Just over 13% of respondents said they had started to explore new global markets.

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

- **12.2% of firms reported as having one or more red flags (a sign of financial stress / insolvency risk) compared to an average of 11.2% in the UK and 11.4% in the North West.** There has been a gradual 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 large firms, with 15.1% of firms with a rating having 1-3 red flags, compared with 14.3% reported at the beginning of the month.
- 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**. These sectors, along with Hospitality, Leisure and Tourism have seen the quickest rise in risk since a 'pre-covid economy' at the beginning of April.

LOCAL BUSINESS INTELLIGENCE – HEADLINE IMPACTS

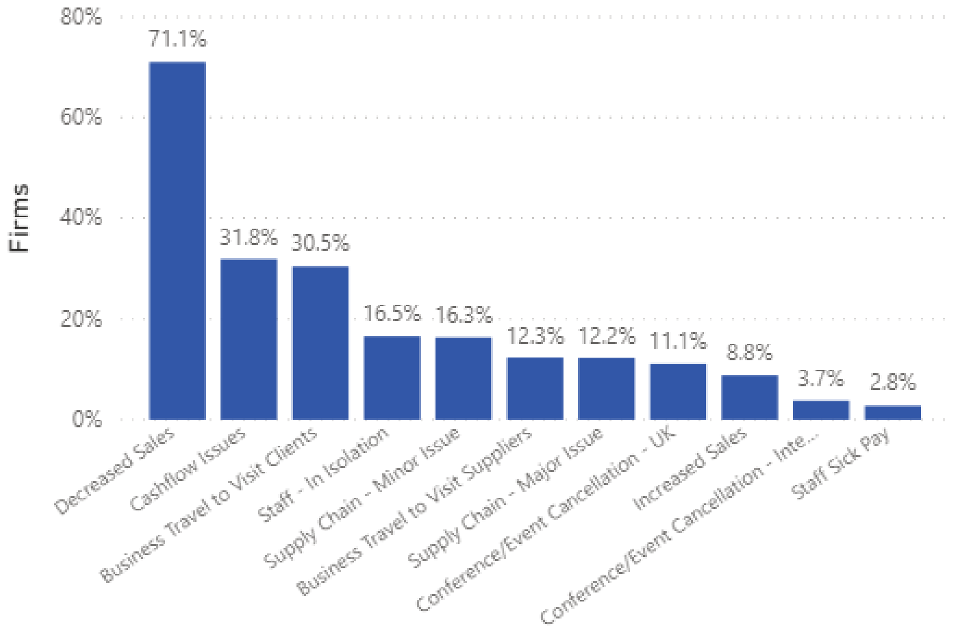
In week figures (16 June to 22 June)



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

- **Decreased sales: 79.2% (79.8%, 79.0%, 72.1%, 79.5%)**
- Cashflow issues: 9.9% (20.3%, 28.1%, 29.9%, 30.7%)
- Business travel to visit clients: 12.9% (21.5%, 24.6%, 24.0%, 28.4%)
- Minor supply impacts 11.9% (11.4%, 12.0%, 13.0%, 14.2%), major supply issues 2.0% (5.7%, 7.2%, 8.4%, 10.2%)
- Business travel to visit suppliers: 5.9% (8.9%, 8.4%, 6.5%, 14.8%)
- Conference / major event cancellation in the UK 4.0% (4.4%, 7.8%, 3.9%, 7.4%)
- Staff in isolation 1.0% (5.1%, 6.0%, 3.9%, 9.7%)
- **Sales increased 10.9% (9.5%, 6.0%, 9.0%, 7.4%)**

All respondents from start of survey (since 12 March)



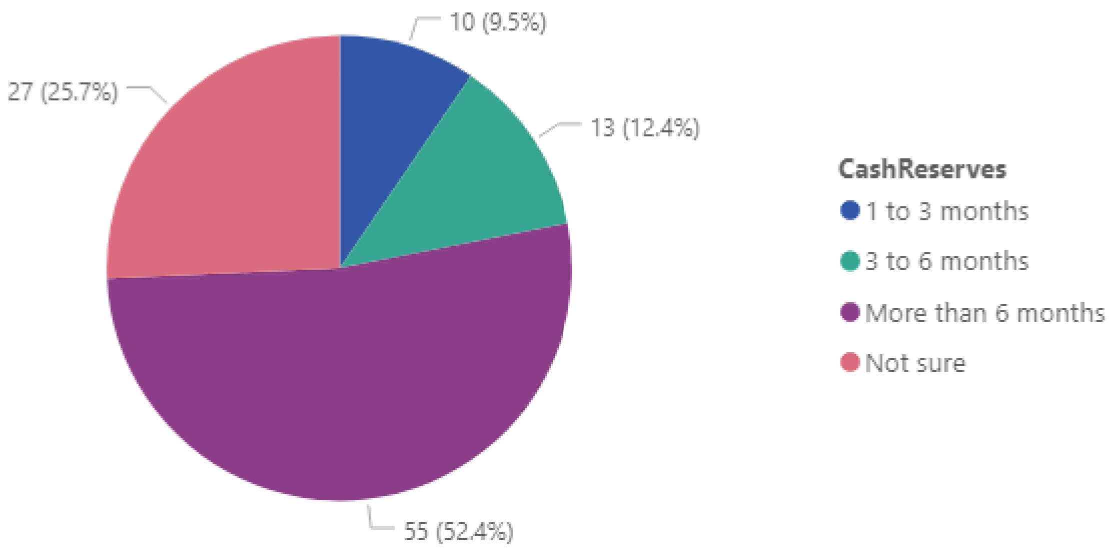
What are the main impacts on your business? Top issues ranked (*previous figures in brackets*)

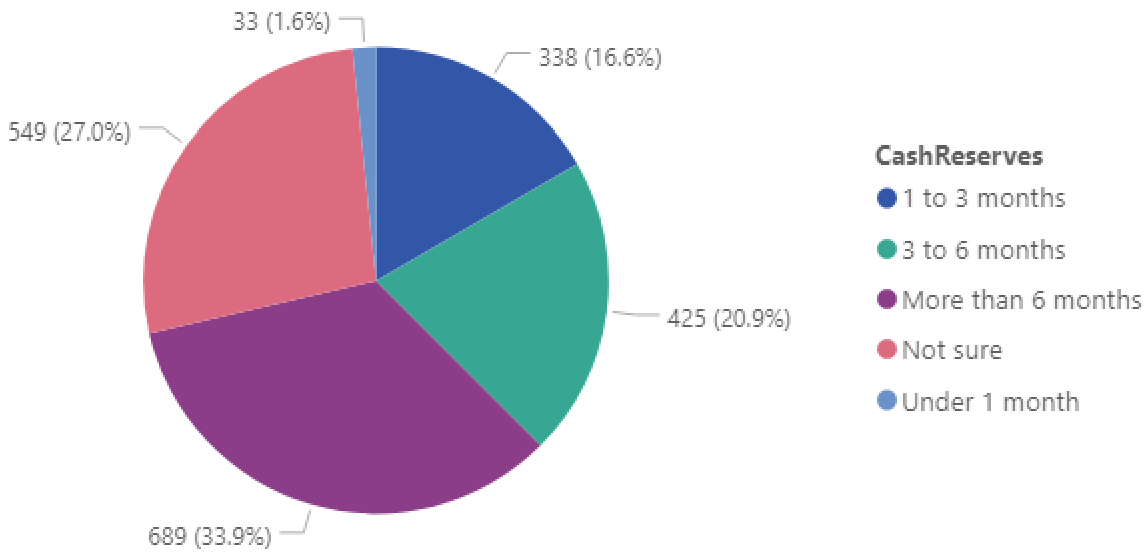
- **Decreased sales: 71.1% (70.4%, 69.4%, 68.3%, 68.1%)**
- Cashflow issues: 31.8% (32.8%, 33.8%, 34.6%, 34.8%)
- Business travel to visit clients: 30.5% (31.4%, 32.2%, 32.8%, 33.3%)
- Staff in isolation 16.5% (17.4%, 18.4%, 19.3%, 20.3%)
- Minor supply impacts 16.3% (16.5%, 16.7%, 17.3%, 17.6%); major supply 12.2% (12.6%, 13.2%, 13.8%, 14.1%)
- Conference / major event cancellation in the UK 11.1% (11.5%, 12.1%, 12.5%, 13.1%)
- Business travel to visit suppliers: 12.3% (12.7%, 13.2%, 13.6%, 14.0%)
- **Sales increased 8.8% (8.7%, 8.7%, 8.9%, 8.8%)**

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

LOCAL BUSINESS INTELLIGENCE – CASH RESERVES IMPACTS

In week figures (16 June to 22 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% (0%, 1.7%, 0.0%, 0.0%)** *previous weeks figures in brackets*
- **1-3 Months: 9.5% (14.7%, 14.0%, 10.8%, 14.6%)**
- 3-6 Months: 12.4% (20.0%, 17.9%, 20.4%, 20.8%)
- 6+ Months: 52.4% (39.4%, 31.8%, 42.5%, 31.8%)
- Not Sure: 25.7% (25.9%, 34.6%, 26.3%, 32.8%)

- 60.7% (56.4%, 54.4%, 51.7%, 46.0%) of firms this week 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?

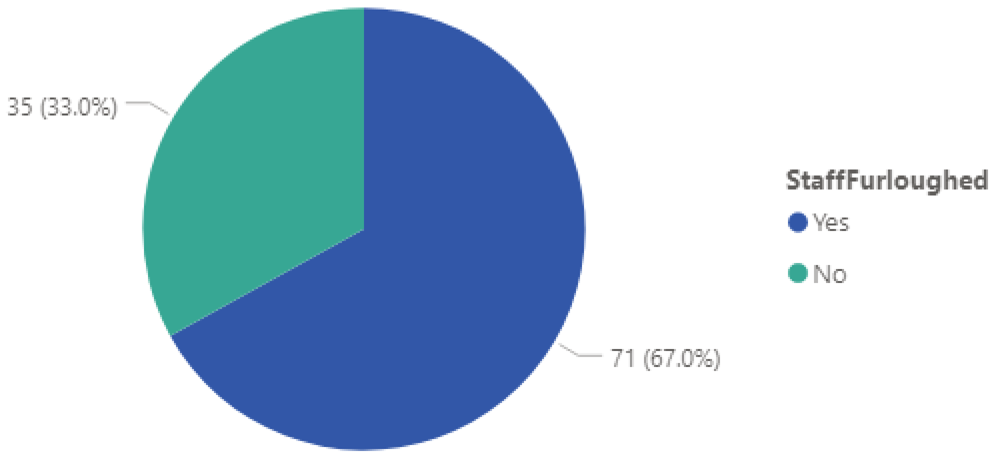
- **<1 Month: 1.6% (1.7%, 1.8%, 1.9%, 2.1%)**
- **1-3 Months: 16.6% (17.1%, 17.3%, 18.1%, 19.1%)**
- 3-6 Months: 20.9% (21.6%, 22.5%, 23.2%, 23.2%)
- 6+ Months: 33.9% (33.0%, 32.2%, 32.0%, 31.0%)
- Not Sure: 27.0% (26.6%, 26.2%, 24.8%, 24.6%)

- 41.6% (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 (16 June to 22 June)



Have you furloughed staff?

- **Yes: 67.0% (69.6%, 65.6%, 72.7%, 69.0%)** *previous weeks figures in brackets*
- Not Yet: 0% (0.6%, 5.5%, 1.3%, 3.0%)
- No: 33.0% (29.8%, 29.0%, 26.0%, 27.9%)

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

- Yes: 42.3% (49.2%, 63.6%, 57.2%, 58.2%) of firms said that they have furloughed more than half their staff.

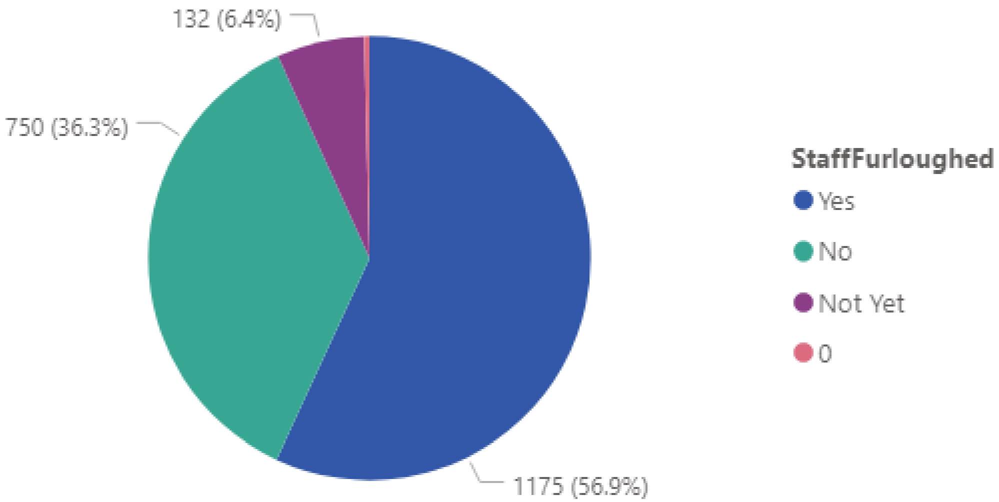
Do you plan to make redundancies?

- 6.5% (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?

- **69.2% (48.2%, 27.6%, 29.7%) of firms said they were considering returning some of their workforce**. Of these, 66.7% said all staff, and a further 22.2% said 51-99% of their staff.

All respondents from start of survey (since 12 March)



Have you furloughed staff?

- **Yes: 56.9% (56.1%, 54.6%, 53.3%, 51.4%)**
- Not Yet: 6.4% (6.7%, 7.3%, 7.7%, (8.3%)
- No: 36.3% (36.7%, 38.1%, 39.0%, 40.2%)
- Don't know 0.4%

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

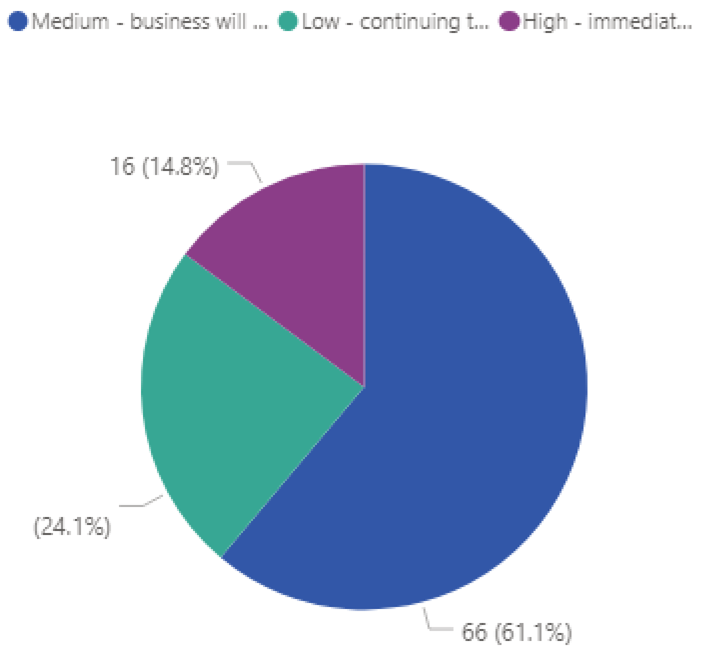
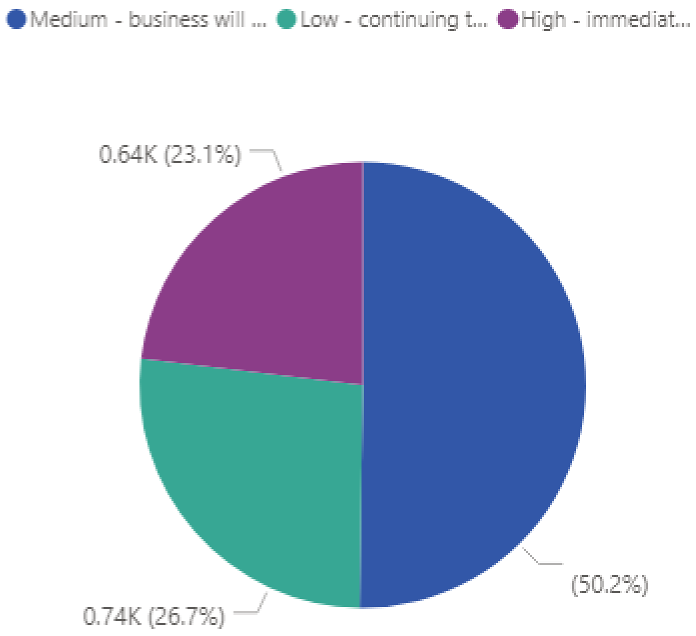
- Yes: 48.8% (48.1%, 52.4%, 50.8%, 47.2%) of firms said that they have furloughed more than half their staff

Do you plan to make redundancies?

- 3.5% (3.5%, 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 (16 June to 22 June)	*All respondents from start of survey (since 12 March)*
	

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

- **High: Immediate risks of employees being lost / businesses cease trading 14.8% (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 61.1% (67.8%, 57.9%, 64.2%, 54.9%)
- Low: Businesses likely to continue to trade without major risks 24.1% (19.9%, 20.2%, 24.3%, 26.3%)

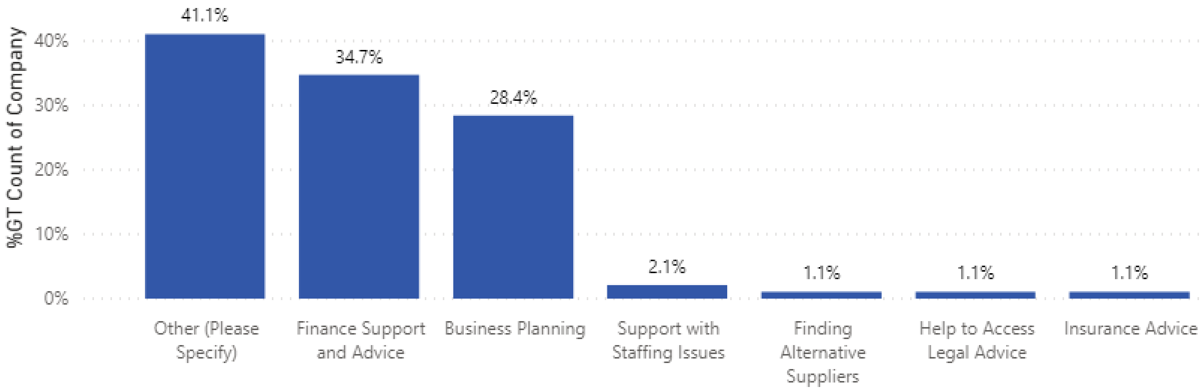
What is the overall impact on your business? (advisor judgement based on interview content)

- **High: Immediate risks of employees being lost / businesses cease trading 23.1% (23.6%, 24.4%, 24.7%, 25.7%)**
- Medium: Businesses likely to continue to trade but at reduced sales and staffing 50.2% (49.8%, 48.4%, 47.6%, 46.4%)
- Low: Businesses likely to continue to trade without major risks 26.7% (26.7%, 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 (16 June to 22 June)



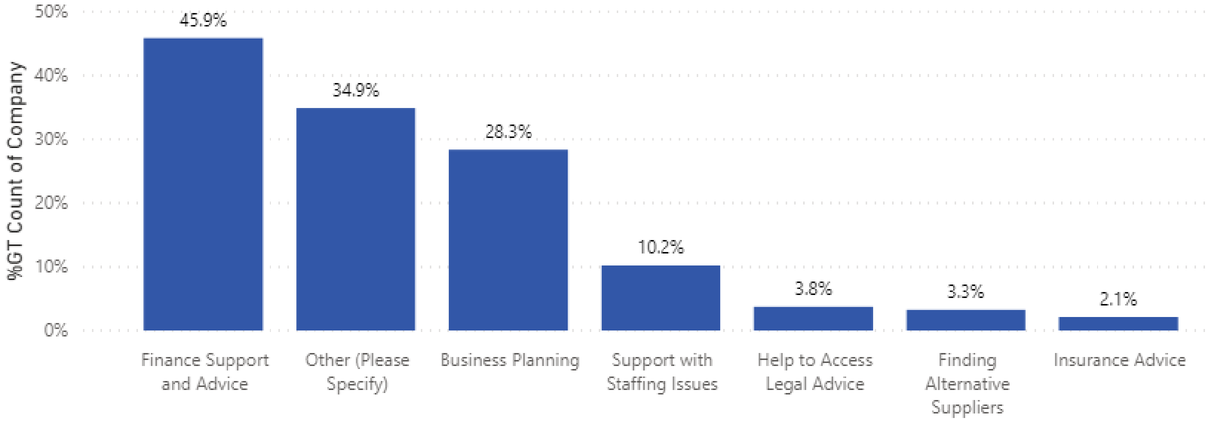
Where would you appreciate further business support and information? (multiple response)

- Financial support and advice: 34.7% (34.7%, 41.6%, 43.2%, 41.0%) *previous figures in brackets*
- Business planning: 28.4% (26.6%, 25.5%, 20.9%, 31.1%)
- Support with staffing issues: 2.1% (7.3%, 5.4%, 6.5%, 9.3%)
- Finding alternative suppliers: 1.1% (3.1%, 1.3%, 2.2%, 3.7%)
- Other: 41.1% gave 'other' responses no classified above, the main responses relate to remote working, workforce development

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

- Phone 41.0% (38.0%, 42.7%)
- Website 26.0% (44.9%, 40.5%)
- Webinars 11.0% (22.8%, 15.1%)
- Online courses 6.0% (8.9%, 5.4%)
- Coaching sessions 2.0% (4.4%)

All respondents from start of survey (since 12 March)



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

- **Financial support and advice: 45.9% (47.1%, 46.9%, 47.4%, 47.7%)**
- Business Planning: 28.3% (28.6%, 29.5%, 30.2%, 30.7%)
- Support with staffing issues: 10.2% (12.2%, 10.9%, 11.5%, 11.9%)
- Help to access legal advice: 3.8% (4.7%, 4.0%, 4.4%, 4.6%)
- Finding alternative suppliers 3.3%
- Other: 34.9% 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
    - Remote working and workforce development

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

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	Manufact-uring	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.** **Response rates of less than 5 firms have been suppressed and marked # .**															
Total respondents n=	***15***	**413**	**136**	**417**	**56**	**70**	**66**	**83**	**102**	**35**	**54**	**653**	**256**	**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**	37.9	46.4	34.3	35.2	37.3	51.7	27.1	17.8	34.5	23.4	31.1	25.9	18.1	Tba
Business Travel to Visit Suppliers	**23.1**	8.5	18.8	9.7	5.6	15.3	17.2	5.7	8.9	20.7	4.3	20.6	17.5	6.9	Tba
Cashflow issues %	**23.1**	34.2	40.2	29.1	37.0	27.1	41.4	35.7	58.9	27.6	31.9	25.7	36.8	31.9	Tba
Conference / Event Cancel (Intern'l)	**7.7**	5.1	0.9	6.6	3.7	8.5	1.7	2.9	3.3	6.9	2.1	3.8	6.1	4.2	Tba
Conference / Event Cancel (UK	**15.4**	13.6	3.6	19.1	24.1	6.8	6.9	17.1	26.7	10.3	6.4	7.9	13.2	5.6	Tba
Decreased sales	**53.8**	68.6	73.2	72.9	64.8	64.4	70.7	68.6	86.7	37.9	68.1	62.1	71.5	77.8	Tba
Increased sales	**30.8**	7.3	4.5	8.3	14.8	6.8	6.9	2.9	2.2	34.5	6.4	13.1	13.2	8.3	Tba
Staff in isolation	**15.4**	15.0	17.9	14.3	7.4	22.0	19.0	25.7	16.7	34.5	17.0	26.7	18.4	13.9	Tba
Staff sick pay	**0**	2.5	3.6	2.0	3.7	1.7	0	12.9	1.1	0	0	5.6	3.1	2.8	Tba
Supply chain (major issues)	**15.4**	10.7	19.6	7.1	5.6	11.9	13.8	7.1	8.9	13.8	17.0	15.6	24.6	9.7	Tba
Supply chain (minor issues)	**15.4**	13.0	29.5	8.3	7.4	22.0	8.6	8.6	13.3	34.5	8.5	25.2	21.9	9.7	Tba
Respondents n=	**13**	**354**	**112**	**350**	**54**	**59**	**58**	**70**	**90**	**29**	**47**	**572**	**228**	**72**	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 %	**#**	46.3	78.7	37.1	24.3	58.1	65.1	32.6	64.0	23.8	46.0	58.6	55.0	31.5	Tba
> Furlough (of yes) % 50%+ of staff	**#**	49.5	63.8	36.1	33.3	50.0	46.4	42.9	68.8	60.0	52.9	47.8	53.0	76.5	Tba
Respondents n=	**#**	**231**	**75**	**224**	**37**	**31**	**43**	**43**	**50**	**21**	**37**	**418**	**151**	**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	2.7	0	0	4.7	7.0	8.0	0	0	0.2	2.7	1.9	Tba
1 up to 3 months	**#**	19.7	28.4	21.8	21.6	9.7	11.6	23.3	34.0	4.8	19.4	11.7	15.3	27.8	Tba
3 up to 6 months	**#**	25.8	24.3	23.6	40.5	12.9	16.3	34.9	16.0	14.3	19.4	19.2	28.0	20.4	Tba
More than 6 months	**#**	32.3	21.6	32.3	13.5	48.4	39.5	14.0	14.0	57.1	22.2	42.5	36.0	24.1	Tba
Unsure	**#**	20.9	24.3	19.6	24.4	29	27.9	20.8	28	23.8	39	26.4	18.0	25.8	Tba
Respondents n=	**#**	**229**	**74**	**220**	**37**	**31**	**43**	**43**	**50**	**21**	**36**	**412**	**150**	**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 Response rates of less than 5 firms have been suppressed and marked #. (LA counts where classification is available, may not equal GM total).												
Total respondents n=	**256**	**214**	**734**	**237**	**235**	**287**	**307**	**204**	**294**	**217**	**3001**	**3343**
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	33.3	25.6	35.7	21.0	28.6	33.7	28.7	29.1	30.4	32.0	30.9	30.5
Business Travel to Visit Suppliers	16.4	8.5	12.6	11.3	13.7	13.4	10.2	9.5	10.1	14.3	12.1	12.3
Cashflow issues	37.2	34.1	33.1	34.9	35.2	27.6	27.9	37.3	27.0	35.4	32.6	31.8
Conference / Event Cancel (Intern'l)	5.3	3.4	6.5	1.5	1.6	4.1	0.8	3.2	1.3	4.0	3.7	3.7
Conference / Event Cancel (UK)	13.0	7.4	16.4	6.2	3.8	17.1	6.6	6.3	8.4	13.1	11.1	11.1
Decreased sales	75.8	73.3	69.6	71.3	69.2	76.8	73.8	74.1	70.0	70.3	72.1	71.1
Increased sales	10.1	7.4	7.6	7.7	11.0	7.3	9.8	4.4	10.1	10.9	8.5	8.8
Staff in isolation	11.6	13.6	17.6	17.9	15.4	11.8	17.6	14.6	11.0	21.1	15.5	16.5
Staff sick pay	3.4	1.7	1.3	2.6	4.9	2.0	2.5	2.5	2.5	3.4	2.4	2.8
Supply chain (major issues)	17.4	10.8	11.9	11.3	11.5	10.6	8.2	15.2	11.0	11.4	11.8	12.2
Supply chain (minor issues)	18.4	17.0	15.8	14.9	18.7	18.7	10.7	13.9	12.7	22.3	16.1	16.3
Respondents n=	**207**	**176**	**596**	**195**	**183**	**246**	**244**	**158**	**237**	**175**	**2432**	**2718**
IMPACT STAFF FURLOUGH (PERCENTAGE OF THOSE SAYING 'YES') *Note: response rates of less than 5 firms have been suppressed and marked #*												
Staff Furlough – Yes %	60.4	58.9	49.7	61.8	65.4	55.3	57.4	60.0	53.2	63.2	56.8	56.9
> Furlough (of yes) % 50%+ of staff	*54.6*	*57.3*	*38.9*	*54.0*	*50.0*	*44.5*	*58.9*	*53.1*	*44.4*	*54.5*	*48.7*	*48.8*
Respondents n=	**169**	**129**	**439**	**152**	**156**	**190**	**183**	**130**	**190**	**136**	**1874**	**2057**
CASH RESERVES, ABLE TO SURVIVE: *Note: response rates of less than 5 firms have been suppressed and marked #*												
< 1 Month	1.2	1.6	2.8	2.0	0.6	1.1	0	1.6	0.5	0.8	1.4	1.6
1 up to 3 months	16.2	19.5	13.9	25.5	7.8	12.8	17.6	21.4	19.4	16.0	16.4	16.6
3 up to 6 months	23.4	15.6	21.3	19.5	20.1	25.7	19.2	15.1	21.0	22.9	20.7	20.9
More than 6 months	27.5	29.7	37.8	26.8	40.3	38.5	40.7	29.4	28.0	32.8	34.0	33.9
Unsure	31.7	33.6	24.2	26.2	31.2	21.9	22.5	32.5	31.1	27.5	27.5	27.0
Respondents n=	**167**	**128**	**431**	**149**	**154**	**187**	**182**	**126**	**186**	**131**	**1842**	**2034**

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=	**131**	**141**	**174**	**233**	**3001**	**3343**
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	14.1	12.9	20.1	21.5	30.9	30.5
Business Travel to Visit Suppliers	5.4	5.9	8.5	8.9	12.1	12.3
Cashflow issues	9.8	9.9	20.1	20.3	32.6	31.8
Conference / Event Cancel (Intern'l)	0.0	0.0	0.6	0.6	3.7	3.7
Conference / Event Cancel (UK)	4.3	4.0	3.0	4.4	11.1	11.1
Decreased sales	80.4	79.2	81.1	79.8	72.1	71.1
Increased sales	10.9	10.9	8.5	9.5	8.5	8.8
Staff in isolation	1.1	1.0	4.3	5.1	15.5	16.5
Staff sick pay	0.0	0.0	0.6	0.6	2.4	2.8
Supply chain (major issues)	2.2	2.0	5.5	5.7	11.8	12.2
Supply chain (minor issues)	13.0	11.9	12.8	11.4	16.1	16.3
Respondents n=	**93**	**102**	**164**	**183**	**2432**	**2718**
IMPACT STAFF FURLOUGH (PERCENTAGE OF THOSE SAYING 'YES') *Note: response rates of less than 5 firms have been suppressed and marked #*						
Staff Furlough – Yes %	66.7	67.0	69.3	69.6	56.8	56.9
> Furlough (of yes) % 50%+ of staff	*40.9*	*42.3*	*47.9*	*49.2*	*48.7*	*48.8*
Respondents n=	**99**	**106**	**160**	**171**	**1874**	**2057**
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	0	0	1.4	1.6
1 up to 3 months	10.2	9.5	13.6	14.7	16.4	16.6
3 up to 6 months	12.2	12.4	18.2	20.0	20.7	20.9
More than 6 months	50.0	52.4	39.2	39.4	34.0	33.9
Unsure	27.6	25.7	29.0	25.9	27.5	27.0
Respondents n=	**98**	**105**	**160**	**170**	**1842**	**2034**