

# SDG Cornwall Regional Business Survey

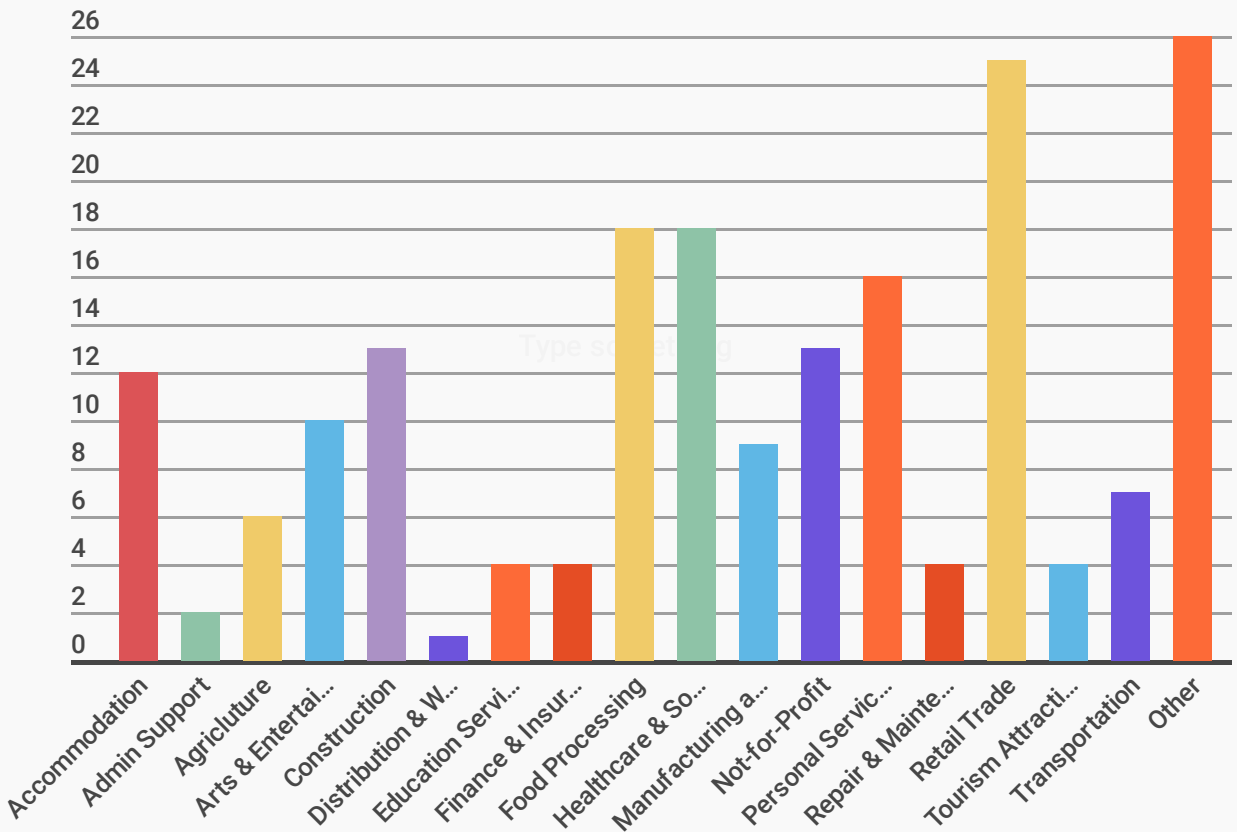
In an effort to better understand how COVID-19 has affected local businesses, SDG Economic Development, its lower-tier municipalities and Cornwall Economic Development engaged the public to participate in this online survey. Survey data was collected between April 22, 2020 and May 8, 2020.

194 business participated in the survey;



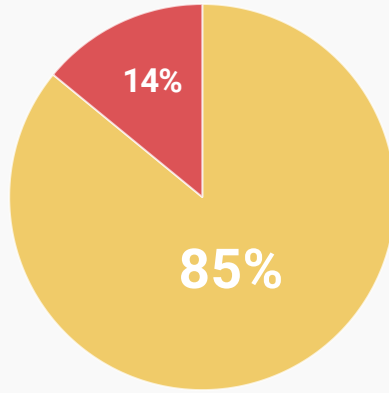
- City of Cornwall : 70
- North Dundas: 30
- South Dundas: 10
- North Stormont: 15
- South Stormont: 13
- North Glengarry: 23
- South Glengarry: 30

# 1. What sector is your business primarily operating in?



Accommodation	12
Admin Support	2
Agriculture	6
Arts & Entertainment	10
Construction	13
Distribution & Warehousing	1
Education Services	4
Finance & Insurance	4
Food Processing	18
Health care & Social Services	18
Manufacturing and Production	9
Not-for-Profit	13
Personal Services	16
Repair & Maintenance	4
Retail Trade	25
Tourism Attraction	4
Transportation	7
Other	26

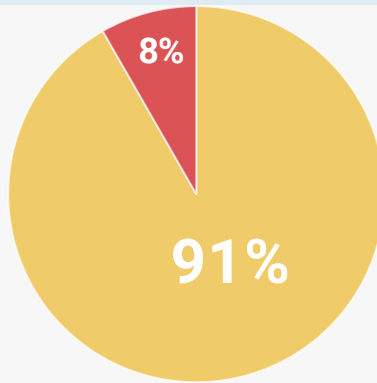
## 2. Describe the nature of your business.



- For profit business
- Not-for-profit organization

Answered: 192 Skipped:2

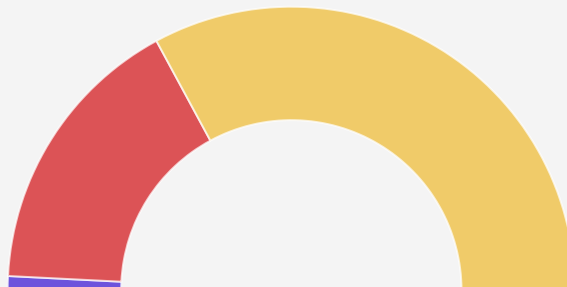
## 3. Has your business been adversely affected by the COVID-19 crisis?



- YES
- NO

Answered: 193 Skipped:1

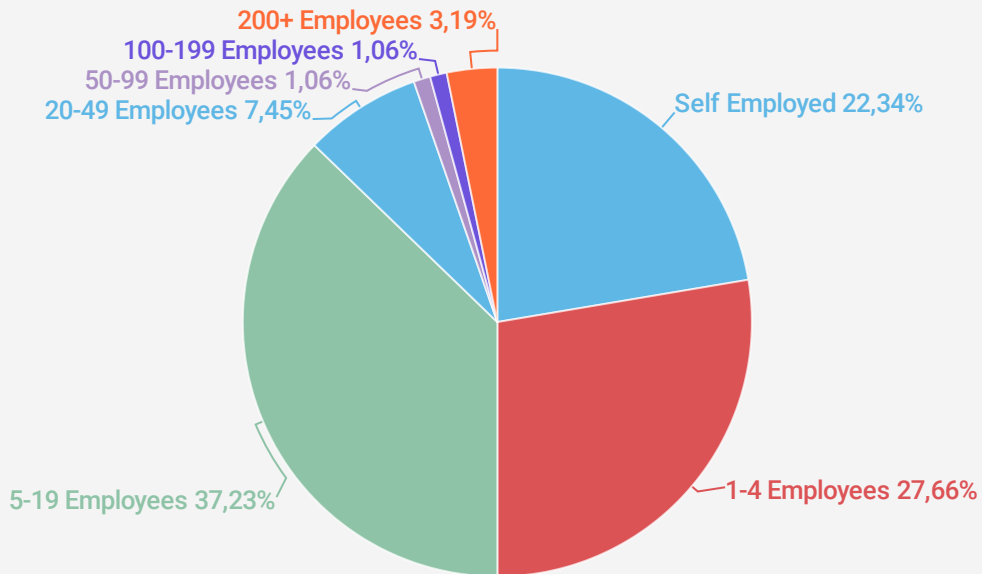
## 4. Describe the impact of the COVID-19 crisis on staffing levels



- Increase Staff (1.55%)
- No Impact (31.44%)
- Decreased Staff (63.4%)

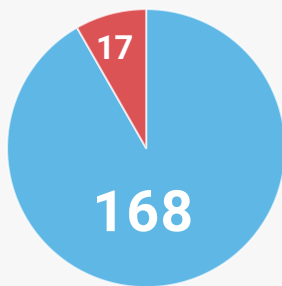
Answered: 187 Skipped:7

## 5. Number of employees before COVID-19



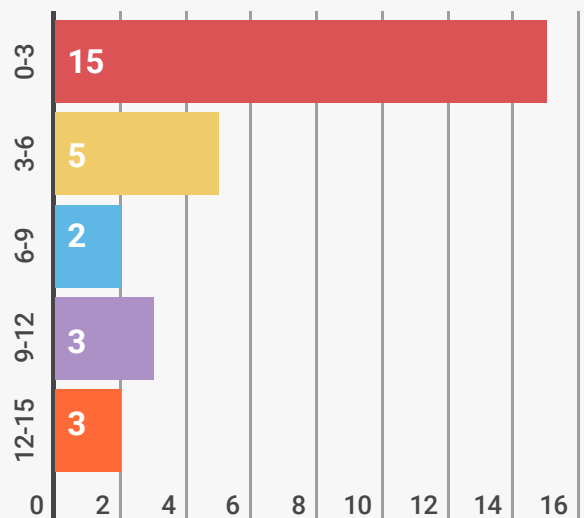
Answered: 187 Skipped: 7

## 6. Have you permanently laid off staff?



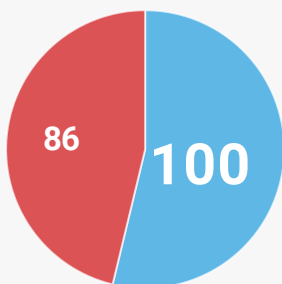
- YES (If yes answer the next question)
- NO (If no skip the next question)

## 7. If yes, how many (permanent)?



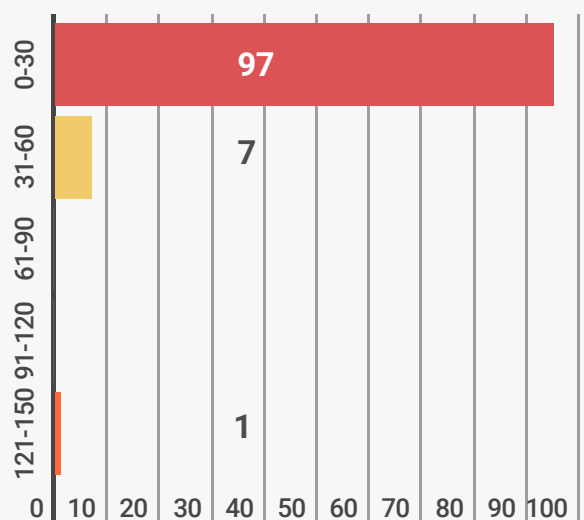
Answered: 27 Skipped: 167

## 8. Have you temporarily laid off staff?



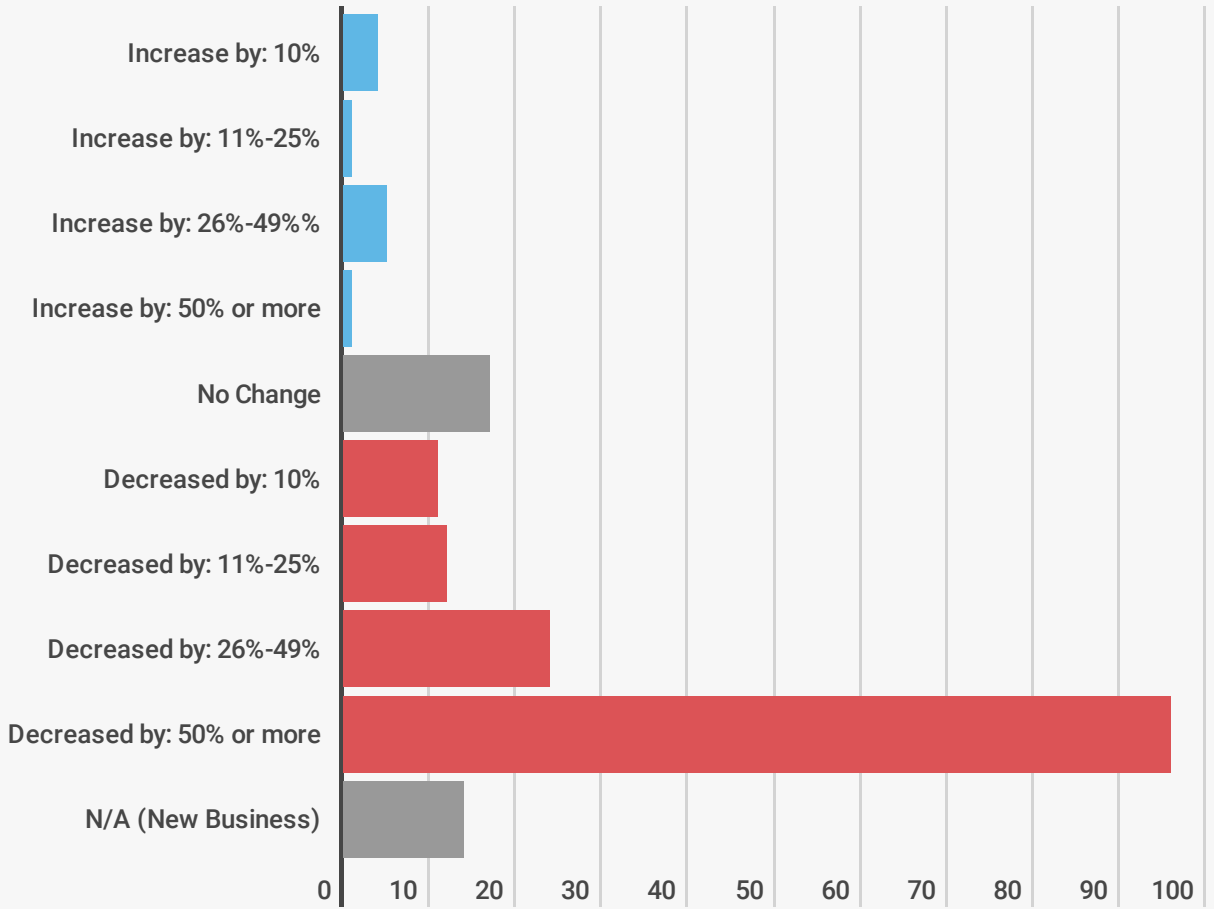
- YES (If yes answer the next question)
- NO (If no skip the next question)

## 9. If yes, how many (temporary)?



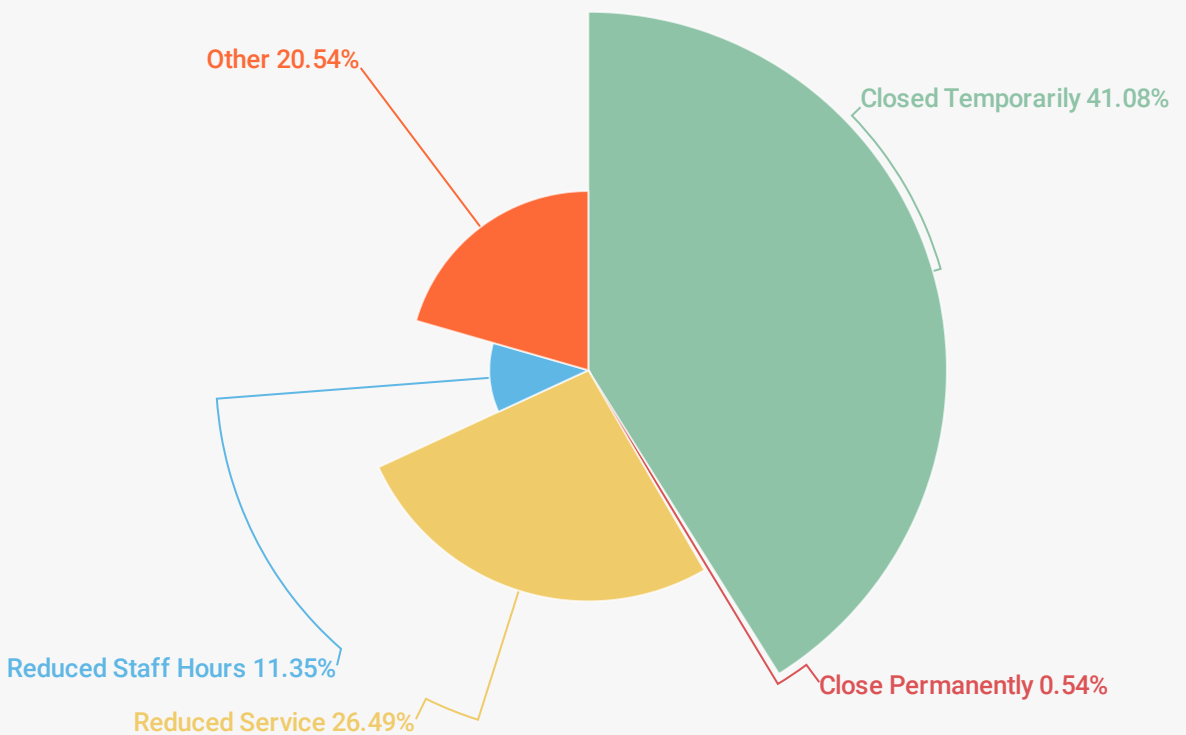
Answered: 186 Skipped: 7

## 10. How do your sales/revenue in March/April of 2019 compare to that of 2020?



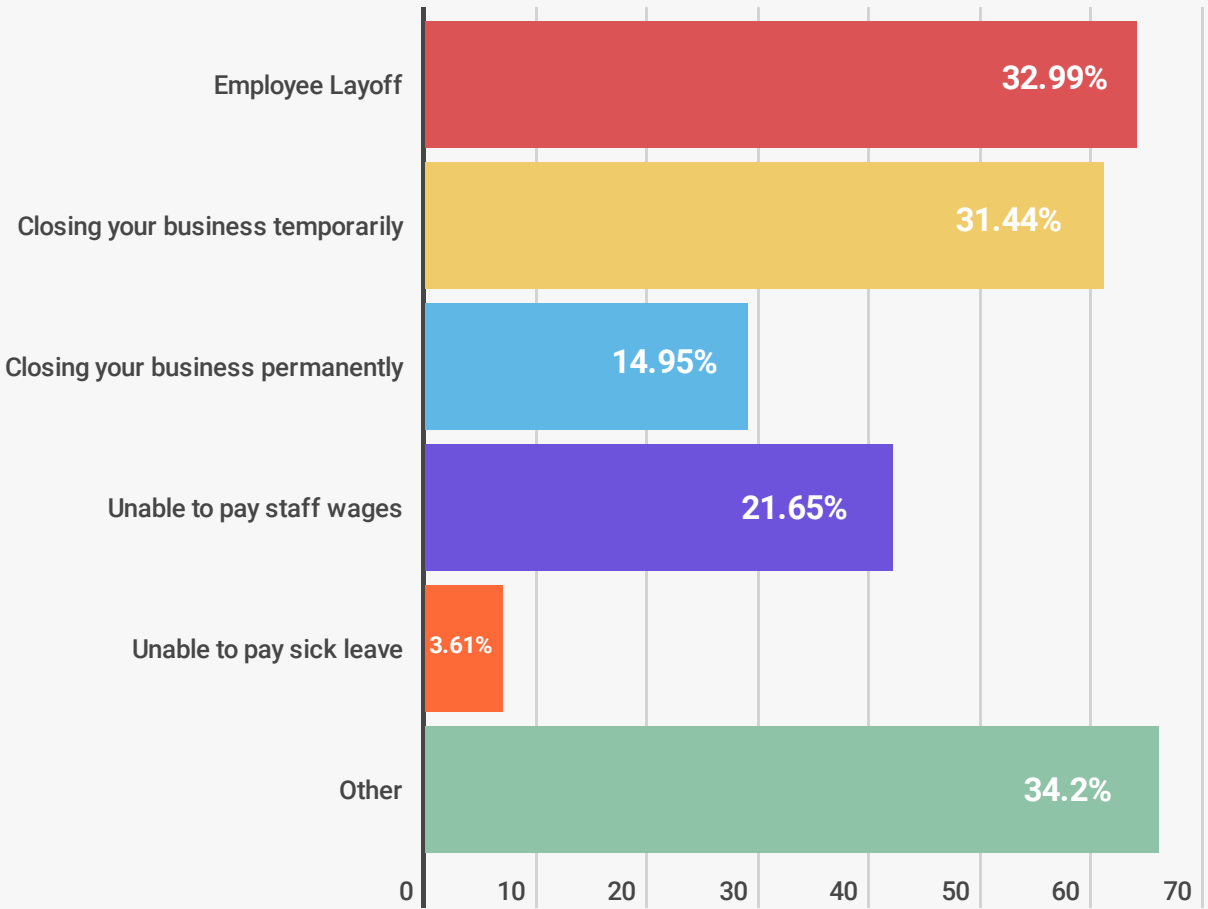
Answered: 185 Skipped: 9

## 11. What actions have you currently taken as a result of COVID-19?



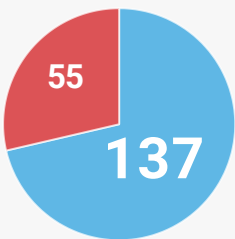
Answered: 185 Skipped: 9

## 12. Looking ahead at the next 4-6 months please indicate the risk your business is facing?



Answered: 169 Skipped: 2

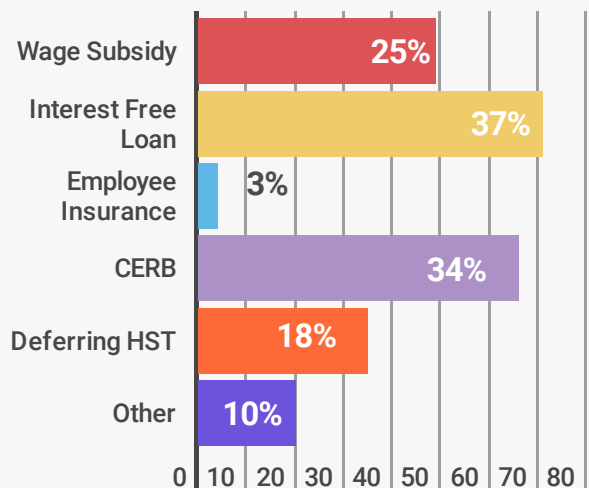
## 13. Have you applied for COVID-19 financial aid?



- YES (If yes answer the next qu...
- NO (If no skip the next quetsion)

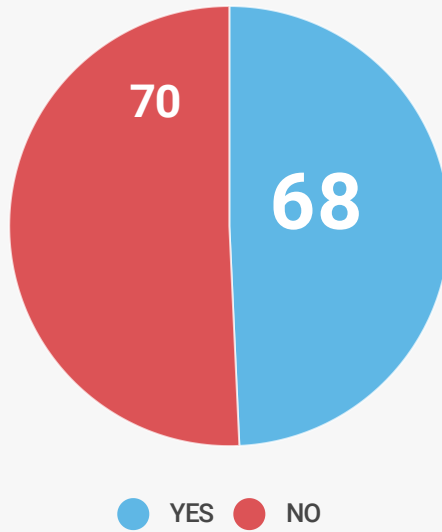
Answered: 192 Skipped: 2

## 14. If you answered yes, please indicate the aid you have applied for.



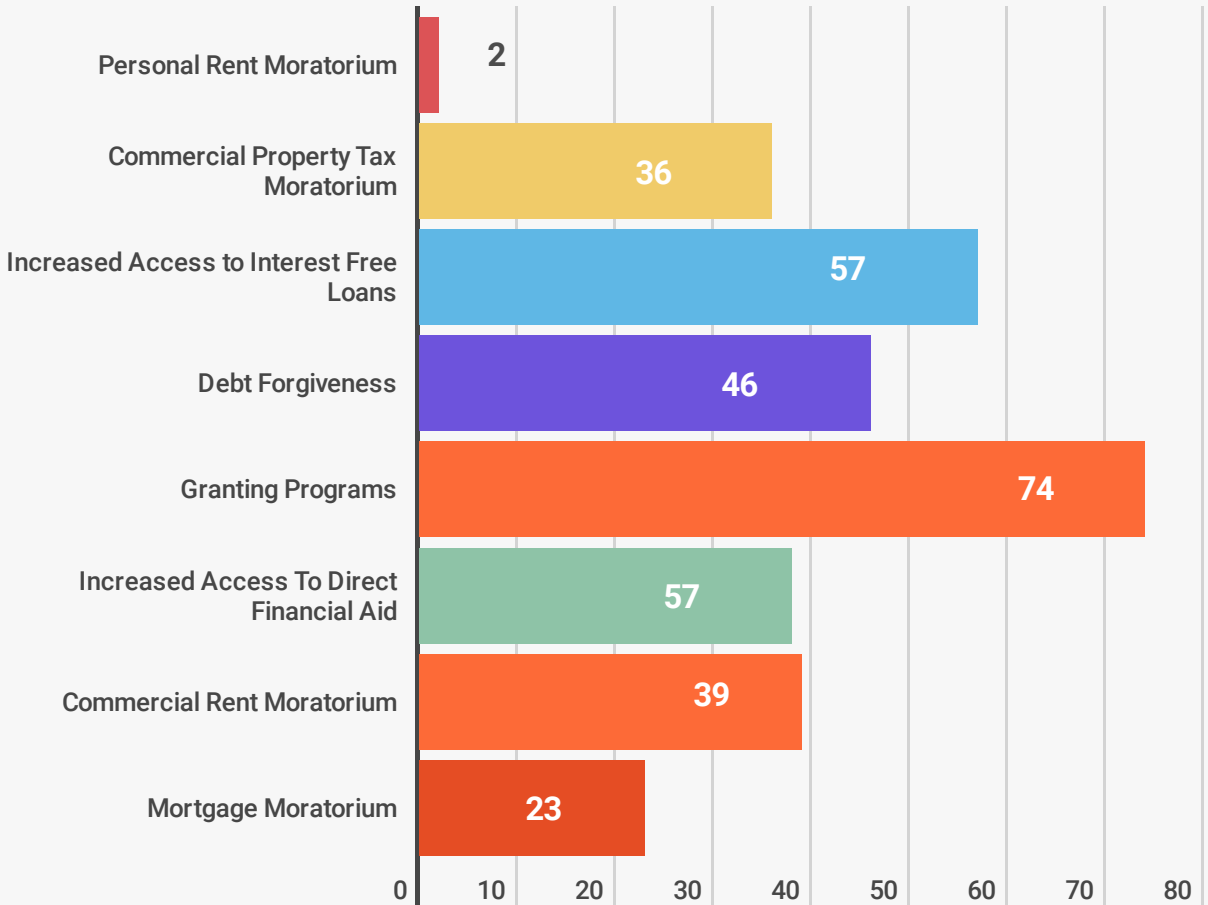
Answered: 140 Skipped: 54

15. If you have applied for a loan, were you successful in obtaining the funding?



Answered: 138 Skipped: 56

16. What other forms of financial aid do you require during this crisis?



Answered: 169 Skipped: 2 (respondents could select multiple boxes)

## KEY COMMENTS AND TAKEAWAYS

Many businesses in Cornwall and SDG are suffering unprecedented loss due to the COVID 19 crisis, with a significant number of businesses and local entrepreneurs falling through the cracks of provincial and federal programs. Based on the responses, there is less desire to accrue further debt and a need for grant-based programs.

**"Small businesses get hit the hardest. There are very few programs available to help. I was mandated to close. My losses are 100% of my income & I still need to cover my business expenses which are higher than any CERB payment. Rent is still the same as my landlord has not reduced it. I prefer not to go into further debt by loans or LOC. Not much other choice available to service type businesses."**

It is also clear from the survey results that the effects of this crisis will be lasting. The inability to buy inventory, pay rent or implement additional health and safety precautions will leave businesses susceptible to financial loss or closure in the future.

**"I have had no business income at all since March 16. Because of the nature of my profession (close contact with clients) there will be major modifications needed to provide safe services for my clients. I am looking at an investment of close to \$10,000 to comply to the new Covid-19 Infection Control."**

Recovery will not be a simple process, it will require a unified regional approach. Leveraging resources and skills from all levels of government and supporting organizations. Our success will be in our ability to implement meaningful supports, both socially and financially.