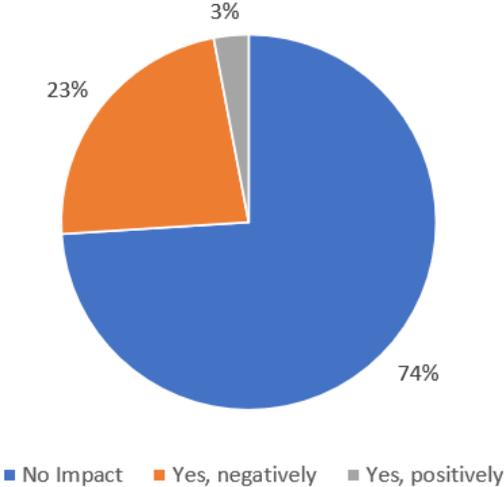


The NFIB Research Center’s new survey on the current impact of the coronavirus outbreak on small business found that while most small businesses are not currently impacted, owners are concerned about future disruptions if the outbreak continues to escalate.

The vast majority of small businesses (74%) are not currently impacted by the coronavirus outbreak. However, the coronavirus outbreak is negatively impacting about 23% of small business owners. Three percent are positively impacted.

Covid-19 Impact on Small Businesses



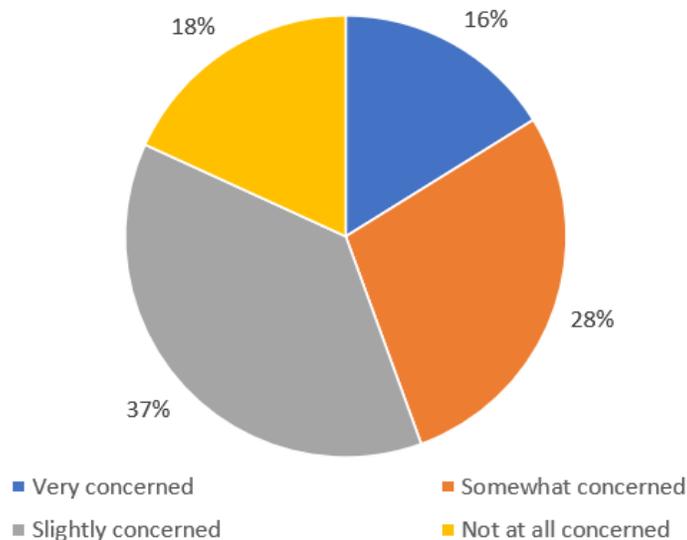
Of those small business owners not currently impacted, 43% anticipate their business being impacted if the coronavirus outbreak spreads to or, spreads more broadly, in their immediate area over the next 3 months. Twenty percent do not expect to be impacted if the outbreak spreads, and another 37% are not sure.

Of those businesses negatively impacted, 39% are experiencing supply chain disruptions, 42% slower sales, and 4% sick employees. The 4% of owners citing sick employees likely responded this way out of heightened concern and precautions with sick employees showing some signs of cold or flu like symptoms, not necessarily because they have employees who have tested positive for the virus.

While most small business owners are not currently impacted, many are taking measurable steps in preparing their business from the coronavirus outbreak. Thirty percent of owners have stocked up on disinfectant and hand sanitizer for their business, and 12% have talked with employees about sick leave or work from home policies. Three percent have modified their supply chain, or changed their buyers or

vendors. Just over half (52%) have not felt the immediate need to take any measurable steps. Additional comments included owners taking action in talking with employees about helpful prevention practices such as frequent hand washing, and ordering supplies and inventory ahead of schedule.

Degree of Concern



The level of concern among small business owners about the coronavirus impacting their business varies greatly in these initial weeks of the outbreak. About 44% of small business owners are “somewhat” or “very” concerned about its potential impact on their business (28% and 16% respectively). Another 37% are slightly concerned and 18%, not at all concerned.

Methodology

This survey was conducted with a random sample of NFIB’s membership database of about 300,000 small business owners. The survey was conducted by email between March 10-11, 2020. NFIB collected 300 usable responses, all small employers with 1-120 employees.

Questionnaire

1. Has the recent outbreak of the coronavirus (covid-19) directly impacted your business?

74% 1. No impact

23% 2. Yes, negatively

3% 3. Yes, positively

2. If you are not currently impacted, do you anticipate your business being impacted if the coronavirus outbreak spreads to, or spreads more broadly in, your immediate area over the next 3 months?

- 43% 1. Yes
- 20% 2. No
- 37% 3. I don't know.

3. If negatively impacted, is it due to _____? (check all that apply)

- 39% 1. Supply chain disruptions
- 42% 2. Slower sales
- 4% 3. Sick employees
- 13% 4. Other _____

4. Have you taken any measurable actions, in either preparing your business or because of negative impacts to your business, from the coronavirus outbreak? (check all that apply)

- 52% 1. No action
- 30% 2. Stocked up on disinfectant, hand sanitizer, etc. for your business
- 3% 3. Modified your supply chain, changed buyers or vendors
- 12% 4. Talked with employees about sick leave, work from home policies
- 4% 5. Other _____

5. How concerned are you about the spread of the coronavirus impacting your business?

- 16% 1. Very concerned
- 28% 2. Somewhat concerned
- 37% 3. Slightly concerned
- 18% 4. Not at all concerned