

Q1. Which of the following industry categories best describes the type of business your company is engaged in?														
	Industry							LIA Member		Company		Company after Pandemic		
	Total	Engineering and Construction	Food/ Beverage/ Retail	Financial	Manufacturing/ Wholesale & Distribution	Service	Education/ Healthcare	Yes	No	50 or less	51 or more	Stronger	Survive	Taken large toll
Engineering and Construction	11%	100%	0%	0%	0%	0%	0%	14%	9%	8%	19%	18%	10%	2%
Food and Beverage	5%	0%	45%	0%	0%	0%	0%	2%	8%	7%	2%	2%	3%	15%
Financial	9%	0%	0%	100%	0%	0%	0%	15%	4%	6%	14%	17%	6%	3%
Manufacturing	4%	0%	0%	0%	53%	0%	0%	3%	6%	5%	5%	5%	7%	1%
Retail	6%	0%	55%	0%	0%	0%	0%	1%	9%	9%	0%	4%	4%	11%
Service	50%	0%	0%	0%	0%	100%	0%	52%	51%	53%	48%	38%	60%	54%
Wholesale and Distribution	4%	0%	0%	0%	47%	0%	0%	3%	4%	4%	2%	5%	4%	1%
Other	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
Education/Healthcare	10%	0%	0%	0%	0%	0%	100%	10%	9%	9%	10%	12%	7%	11%
Q2. As you think about the current business or economic conditions on Long Island as compared to one year ago, that is, before the Coronavirus pandemic, would you say they are considerably better, a little better, about the same, a little worse, or considerably worse?														
	Industry							LIA Member		Company		Company after Pandemic		
	Total	Engineering and Construction	Food/ Beverage/ Retail	Financial	Manufacturing/ Wholesale & Distribution	Service	Education/ Healthcare	Yes	No	50 or less	51 or more	Stronger	Survive	Taken large toll
Considerably better	1%	0%	2%	3%	3%	0%	5%	3%	0%	1%	2%	3%	1%	0%
A little better	7%	18%	2%	13%	9%	5%	3%	9%	5%	8%	5%	15%	4%	2%
About the same	10%	16%	4%	26%	3%	9%	8%	14%	8%	8%	14%	12%	11%	5%
A little worse	29%	31%	18%	41%	38%	28%	20%	38%	24%	24%	39%	28%	36%	18%
Considerably worse	53%	36%	73%	18%	47%	57%	65%	36%	63%	59%	40%	42%	49%	75%
Q3. Looking forward from today through the end of the year, that is, the entire 2021 year, how would you describe your expectations for the economy on Long Island?														
	Industry							LIA Member		Company		Company after Pandemic		
	Total	Engineering and Construction	Food/ Beverage/ Retail	Financial	Manufacturing/ Wholesale & Distribution	Service	Education/ Healthcare	Yes	No	50 or less	51 or more	Stronger	Survive	Taken large toll
Considerably better	10%	11%	4%	15%	6%	10%	10%	14%	7%	10%	11%	19%	5%	5%
A little better	43%	51%	37%	49%	50%	39%	50%	47%	39%	38%	55%	49%	42%	34%
About the same	20%	13%	22%	26%	29%	20%	15%	20%	22%	21%	16%	19%	23%	21%
A little worse	15%	13%	20%	8%	9%	18%	13%	11%	17%	16%	10%	9%	17%	20%
Considerably worse	12%	11%	16%	3%	6%	13%	13%	8%	15%	15%	7%	4%	13%	21%

Q4. Now thinking specifically about your industry, how would you describe the current business or economic conditions on Long Island as compared with one year ago, that is before the COVID-19 pandemic?

	Industry							LIA Member		Company		Company after Pandemic		
	Total	Engineering and Construction	Food/ Beverage/ Retail	Financial	Manufacturing/ Wholesale & Distribution	Service	Education/ Healthcare	Yes	No	50 or less	51 or more	Stronger	Survive	Taken large toll
Considerably better	5%	4%	4%	10%	12%	4%	5%	9%	3%	6%	5%	9%	4%	1%
A little better	9%	16%	2%	15%	15%	7%	13%	11%	7%	9%	6%	13%	9%	2%
About the same	15%	22%	2%	21%	15%	17%	10%	21%	11%	12%	18%	18%	18%	3%
A little worse	29%	42%	18%	38%	24%	29%	20%	34%	26%	26%	41%	33%	33%	18%
Considerably worse	42%	16%	73%	15%	35%	44%	53%	24%	53%	48%	30%	27%	37%	75%

Q5. And looking forward from today through the end of the year, that is, the entire 2021 year, how would you describe your expectations for your industry here on Long Island?

	Industry							LIA Member		Company		Company after Pandemic		
	Total	Engineering and Construction	Food/ Beverage/ Retail	Financial	Manufacturing/ Wholesale & Distribution	Service	Education/ Healthcare	Yes	No	50 or less	51 or more	Stronger	Survive	Taken large toll
Considerably better	10%	11%	8%	10%	9%	9%	15%	12%	8%	10%	10%	16%	7%	3%
A little better	38%	51%	31%	49%	50%	35%	30%	48%	32%	33%	51%	52%	33%	26%
About the same	22%	11%	18%	31%	21%	25%	18%	20%	24%	24%	16%	16%	29%	20%
A little worse	18%	24%	18%	10%	9%	18%	28%	14%	21%	19%	14%	12%	21%	23%
Considerably worse	12%	2%	24%	0%	12%	14%	10%	7%	16%	13%	9%	4%	10%	28%

Q6. Now thinking specifically about your company, financially, was 2020 better or worse than 2019, or about the same?

	Industry							LIA Member		Company		Company after Pandemic		
	Total	Engineering and Construction	Food/ Beverage/ Retail	Financial	Manufacturing/ Wholesale & Distribution	Service	Education/ Healthcare	Yes	No	50 or less	51 or more	Stronger	Survive	Taken large toll
Better than 2019	16%	18%	14%	31%	35%	13%	5%	22%	13%	16%	16%	24%	15%	7%
About the same as 2019	17%	29%	8%	28%	12%	18%	10%	25%	12%	16%	16%	20%	22%	2%
Worse than 2019	66%	53%	78%	41%	53%	70%	85%	53%	76%	68%	68%	56%	63%	91%

Q7. Continuing to focus on your company, what are your expectations for revenue through the end of the year 2021? Do you believe your revenue will...?														
	Industry							LIA Member		Company		Company after Pandemic		
	Total	Engineering and Construction	Food/ Beverage/ Retail	Financial	Manufacturing/ Wholesale & Distribution	Service	Education/ Healthcare	Yes	No	50 or less	51 or more	Stronger	Survive	Taken large toll
Grow substantially	4%	4%	2%	8%	6%	4%	3%	6%	4%	5%	5%	12%	1%	1%
Grow moderately	35%	40%	18%	59%	53%	30%	40%	47%	27%	32%	42%	53%	30%	18%
Stay about the same	30%	29%	37%	18%	26%	33%	20%	28%	29%	30%	26%	22%	35%	25%
Decrease moderately	17%	24%	12%	13%	9%	19%	15%	14%	20%	16%	20%	11%	21%	22%
Decrease substantially	14%	2%	31%	3%	6%	14%	23%	5%	20%	17%	8%	2%	13%	33%
Q8. Please think quickly about profitability. Between today and the end of the calendar year 2021 do you expect your profits to...?														
	Industry							LIA Member		Company		Company after Pandemic		
	Total	Engineering and Construction	Food/ Beverage/ Retail	Financial	Manufacturing/ Wholesale & Distribution	Service	Education/ Healthcare	Yes	No	50 or less	51 or more	Stronger	Survive	Taken large toll
Grow substantially	4%	2%	2%	10%	6%	4%	0%	3%	4%	5%	3%	9%	1%	2%
Grow moderately	24%	29%	14%	44%	32%	21%	23%	32%	18%	20%	30%	40%	15%	14%
Stay about the same	36%	38%	35%	31%	41%	36%	35%	41%	33%	37%	34%	34%	45%	21%
Decrease moderately	22%	29%	24%	13%	12%	23%	23%	19%	25%	21%	27%	16%	27%	24%
Decrease substantially	14%	2%	24%	3%	9%	15%	20%	5%	20%	17%	7%	1%	12%	39%
Q9. Businesses and the executives that direct them strive to enhance profitability in many ways. Through which of the following strategies do you plan to MOST enhance your company's profitability over the next year?														
	Industry							LIA Member		Company		Company after Pandemic		
	Total	Engineering and Construction	Food/ Beverage/ Retail	Financial	Manufacturing/ Wholesale & Distribution	Service	Education/ Healthcare	Yes	No	50 or less	51 or more	Stronger	Survive	Taken large toll
Market/demand growth	46%	56%	33%	59%	44%	45%	48%	53%	40%	43%	53%	60%	40%	33%
Cost reduction	25%	36%	33%	15%	24%	21%	33%	23%	28%	26%	24%	16%	30%	32%
Price increase	10%	7%	19%	5%	6%	12%	3%	6%	13%	12%	5%	5%	10%	17%
New technology	10%	2%	2%	10%	12%	11%	18%	12%	9%	9%	11%	12%	11%	5%
Other	9%	0%	13%	10%	15%	11%	0%	6%	11%	9%	7%	6%	9%	13%

10. Please indicate which of the following are major areas of concentration for your company now and through 2021.														
	Industry							LIA Member		Company		Company after Pandemic		
	Total	Engineering and Construction	Food/ Beverage/ Retail	Financial	Manufacturing/ Wholesale & Distribution	Service	Education/ Healthcare	Yes	No	50 or less	51 or more	Stronger	Survive	Taken large toll
Expansion of existing markets	47%	64%	22%	62%	58%	46%	41%	57%	41%	43%	58%	68%	41%	30%
Growth in existing products	37%	42%	28%	54%	55%	31%	38%	41%	33%	32%	48%	50%	26%	37%
Entry into new markets	25%	33%	15%	28%	33%	25%	23%	33%	22%	25%	30%	35%	22%	22%
New product lines	17%	9%	20%	18%	33%	16%	18%	21%	15%	14%	26%	23%	13%	16%
Acquisition of new businesses	13%	20%	7%	33%	15%	12%	3%	18%	10%	9%	21%	21%	10%	9%
Technology innovation	27%	24%	17%	38%	24%	27%	36%	37%	21%	22%	41%	42%	22%	15%
Construction of new locations	7%	22%	4%	8%	12%	4%	5%	9%	6%	5%	14%	10%	4%	7%
Internal restructuring	26%	24%	20%	38%	15%	27%	26%	34%	23%	24%	37%	28%	27%	26%
Expansion into export markets	3%	0%	2%	3%	24%	1%	0%	3%	4%	3%	4%	5%	3%	2%
Dealing with COVID-19	47%	27%	61%	44%	24%	52%	54%	46%	48%	46%	49%	40%	49%	53%
Other	4%	4%	9%	3%	9%	2%	5%	3%	5%	4%	4%	2%	4%	7%

Q11. Do you intend to invest between today through 2021 in any fixed assets for your company designed to meet growing demand, reduce costs or enhance productivity?														
	Industry							LIA Member		Company		Company after Pandemic		
	Total	Engineering and Construction	Food/ Beverage/ Retail	Financial	Manufacturing/ Wholesale & Distribution	Service	Education/ Healthcare	Yes	No	50 or less	51 or more	Stronger	Survive	Taken large toll
Yes	30%	33%	19%	51%	44%	25%	36%	45%	22%	24%	49%	48%	25%	16%
No	43%	40%	62%	31%	41%	44%	33%	35%	50%	52%	29%	29%	51%	53%
Not sure	27%	27%	19%	18%	15%	31%	31%	20%	28%	25%	22%	22%	23%	31%

Q12. Will you be postponing or cancelling any new initiatives, additions or expansion plans for 2021?														
	Industry							LIA Member		Company		Company after Pandemic		
	Total	Engineering and Construction	Food/ Beverage/ Retail	Financial	Manufacturing/ Wholesale & Distribution	Service	Education/ Healthcare	Yes	No	50 or less	51 or more	Stronger	Survive	Taken large toll
Yes	43%	27%	59%	31%	24%	49%	41%	34%	49%	46%	34%	23%	44%	71%
No	57%	73%	41%	69%	76%	51%	59%	66%	51%	54%	66%	77%	56%	29%

Q13. Now thinking about the people that work for your company, between today and the end of 2021, do you plan to...?														
	Industry							LIA Member		Company		Company after Pandemic		
	Total	Engineering and Construction	Food/ Beverage/ Retail	Financial	Manufacturing/ Wholesale & Distribution	Service	Education/ Healthcare	Yes	No	50 or less	51 or more	Stronger	Survive	Taken large toll
Substantially increase your workforce	1%	2%	0%	3%	0%	0%	3%	1%	1%	1%	2%	3%	0%	0%
Moderately increase your workforce	22%	40%	13%	31%	26%	20%	8%	28%	18%	21%	26%	35%	14%	16%
Remain about the same	66%	56%	68%	56%	62%	69%	74%	61%	69%	70%	59%	57%	75%	62%
Decrease your workforce	11%	2%	19%	10%	12%	10%	15%	9%	12%	9%	13%	5%	10%	22%
Q14. In general, do you expect to increase the wages that you pay your workforce, keep wages the same, or will you be decreasing the wages that you pay your workforce?														
	Industry							LIA Member		Company		Company after Pandemic		
	Total	Engineering and Construction	Food/ Beverage/ Retail	Financial	Manufacturing/ Wholesale & Distribution	Service	Education/ Healthcare	Yes	No	50 or less	51 or more	Stronger	Survive	Taken large toll
Increase wages	27%	38%	9%	38%	38%	25%	23%	37%	22%	21%	44%	51%	20%	8%
Keep wages the same	67%	58%	80%	59%	56%	69%	69%	61%	68%	71%	54%	47%	75%	76%
Decrease wages	6%	4%	11%	3%	6%	6%	8%	1%	10%	7%	2%	2%	5%	16%

Q15. And thinking about challenges that your company faces, which of the following are you concerned with?														
	Total	Industry						LIA Member		Company		Company after Pandemic		
		Engineering and Construction	Food/ Beverage/ Retail	Financial	Manufacturing/ Wholesale & Distribution	Service	Education/ Healthcare	Yes	No	50 or less	51 or more	Stronger	Survive	Taken large toll
Existing U.S. competition	23%	25%	28%	42%	29%	17%	18%	28%	19%	21%	27%	26%	20%	23%
Governmental regulation	45%	55%	33%	63%	41%	43%	49%	52%	43%	44%	52%	53%	40%	49%
Taxation	44%	52%	50%	47%	53%	42%	31%	45%	47%	46%	49%	44%	44%	53%
Foreign competition	7%	5%	4%	8%	26%	6%	0%	9%	5%	4%	11%	9%	6%	5%
Energy costs	22%	5%	33%	16%	29%	25%	21%	23%	24%	24%	20%	15%	23%	37%
Risk management	21%	27%	7%	47%	15%	19%	26%	28%	17%	13%	38%	32%	17%	16%
Adverse economic conditions	57%	57%	54%	58%	44%	60%	49%	62%	55%	57%	62%	54%	58%	62%
Health care costs	41%	39%	20%	34%	59%	42%	59%	44%	42%	40%	50%	42%	45%	38%
Global political instability	15%	7%	9%	16%	24%	16%	21%	19%	14%	16%	16%	18%	12%	20%
Rising supplier costs	34%	32%	59%	8%	68%	29%	28%	22%	43%	40%	22%	25%	36%	45%
Human resources	24%	32%	13%	32%	21%	24%	31%	30%	23%	24%	31%	30%	25%	20%
Cash flow	45%	36%	57%	21%	26%	48%	64%	30%	58%	56%	29%	29%	49%	67%
Ability to obtain suitable financing	12%	14%	24%	3%	6%	12%	13%	9%	16%	14%	10%	9%	8%	28%
U.S. trade agreements	8%	11%	9%	13%	26%	3%	5%	9%	8%	8%	10%	11%	6%	8%
Continuing impact of COVID-19	80%	57%	87%	66%	62%	88%	87%	78%	82%	81%	78%	74%	81%	90%

Q16. Were you late with any mortgage, rent or tax payments in 2020?														
	Total	Industry						LIA Member		Company		Company after Pandemic		
		Engineering and Construction	Food/ Beverage/ Retail	Financial	Manufacturing/ Wholesale & Distribution	Service	Education/ Healthcare	Yes	No	50 or less	51 or more	Stronger	Survive	Taken large toll
Yes	21%	7%	59%	3%	9%	20%	23%	7%	31%	29%	5%	9%	17%	47%
No	79%	93%	41%	97%	91%	80%	77%	93%	69%	71%	95%	91%	83%	53%

Q17. Will you be seeking any extensions for mortgage, rent or tax payments in 2021?														
	Industry							LIA Member		Company		Company after Pandemic		
	Total	Engineering and Construction	Food/Beverage/Retail	Financial	Manufacturing/Wholesale & Distribution	Service	Education/Healthcare	Yes	No	50 or less	51 or more	Stronger	Survive	Taken large toll
Yes	15%	11%	35%	0%	6%	16%	18%	7%	22%	22%	5%	5%	11%	39%
No	85%	89%	65%	100%	94%	84%	82%	93%	78%	78%	95%	95%	89%	61%
Q18. Overall do you expect 2021 to be a better year financially for your company than 2020 was, about the same as 2020, or worse financially for your company than 2020 was?														
	Industry							LIA Member		Company		Company after Pandemic		
	Total	Engineering and Construction	Food/Beverage/Retail	Financial	Manufacturing/Wholesale & Distribution	Service	Education/Healthcare	Yes	No	50 or less	51 or more	Stronger	Survive	Taken large toll
Better than 2020	40%	53%	26%	57%	47%	36%	38%	47%	36%	38%	50%	59%	33%	26%
About the same as 2020	43%	40%	50%	32%	47%	45%	33%	43%	42%	43%	36%	36%	51%	36%
Worse than 2020	17%	7%	24%	11%	6%	19%	28%	9%	22%	19%	13%	5%	16%	38%
Q19. Which if any taxes do you expect to increase this year?														
	Industry							LIA Member		Company		Company after Pandemic		
	Total	Engineering and Construction	Food/Beverage/Retail	Financial	Manufacturing/Wholesale & Distribution	Service	Education/Healthcare	Yes	No	50 or less	51 or more	Stronger	Survive	Taken large toll
Federal personal income taxes	71%	82%	40%	85%	86%	70%	71%	79%	64%	66%	78%	76%	68%	66%
Federal business income taxes	63%	68%	54%	65%	75%	65%	44%	64%	63%	62%	65%	65%	61%	69%
New York State personal income taxes	69%	68%	46%	71%	86%	69%	79%	78%	63%	67%	75%	69%	71%	66%
New York State business income taxes	64%	66%	66%	62%	75%	65%	50%	64%	67%	67%	61%	59%	67%	73%
Local taxes	71%	74%	80%	59%	64%	71%	74%	73%	73%	74%	72%	65%	73%	83%

Q20. Thinking specifically about your immediate geographic area, including all of Long Island, is the general business climate improving, staying the same or worsening?														
	Total	Industry						LIA Member		Company		Company after Pandemic		
		Engineering and Construction	Food/ Beverage/ Retail	Financial	Manufacturing/ Wholesale & Distribution	Service	Education/ Healthcare	Yes	No	50 or less	51 or more	Stronger	Survive	Taken large toll
Improving	16%	27%	7%	17%	6%	16%	18%	23%	11%	12%	23%	26%	12%	6%
Staying the same	43%	44%	40%	36%	59%	42%	46%	49%	40%	43%	46%	46%	48%	32%
Worsening	41%	29%	53%	47%	35%	42%	36%	28%	50%	44%	31%	28%	40%	62%
Q21. Which of the following industry sectors do you think will have a positive impact on the economic vitality of your geographic area in the next three to five years?														
	Total	Industry						LIA Member		Company		Company after Pandemic		
		Engineering and Construction	Food/ Beverage/ Retail	Financial	Manufacturing/ Wholesale & Distribution	Service	Education/ Healthcare	Yes	No	50 or less	51 or more	Stronger	Survive	Taken large toll
Education	6%	2%	3%	6%	3%	8%	10%	6%	7%	7%	6%	7%	4%	11%
Tourism	8%	5%	16%	3%	0%	11%	5%	5%	10%	8%	7%	7%	9%	8%
Technology	17%	12%	13%	26%	18%	17%	18%	22%	14%	15%	21%	17%	16%	18%
Transportation	7%	12%	3%	9%	3%	7%	3%	7%	6%	6%	8%	5%	8%	4%
Medical	30%	33%	16%	40%	21%	28%	46%	29%	30%	30%	30%	36%	26%	27%
Green and sustainable energy	18%	28%	24%	14%	21%	17%	10%	22%	16%	18%	20%	20%	21%	12%
Manufacturing	5%	2%	11%	0%	15%	3%	5%	4%	6%	5%	5%	3%	6%	5%
Other+	9%	7%	16%	3%	21%	9%	3%	5%	13%	11%	4%	6%	9%	15%
Q22A. Would you say COVID-19 has increased, decreased, or had no impact on demand for your product(s)/service(s)?														
	Total	Industry						LIA Member		Company		Company after Pandemic		
		Engineering and Construction	Food/ Beverage/ Retail	Financial	Manufacturing/ Wholesale & Distribution	Service	Education/ Healthcare	Yes	No	50 or less	51 or more	Stronger	Survive	Taken large toll
Increased	29%	29%	21%	51%	27%	27%	27%	39%	21%	26%	34%	43%	25%	13%
Decreased	57%	49%	74%	29%	61%	59%	68%	43%	68%	61%	53%	43%	56%	83%
No impact	14%	22%	5%	20%	12%	14%	5%	18%	10%	13%	12%	13%	18%	5%

Q22B. Would you say COVID-19 has increased, decreased, or had no impact on your revenue?														
	Industry							LIA Member		Company		Company after Pandemic		
	Total	Engineering and Construction	Food/ Beverage/ Retail	Financial	Manufacturing/ Wholesale & Distribution	Service	Education/ Healthcare	Yes	No	50 or less	51 or more	Stronger	Survive	Taken large toll
Increased	17%	18%	14%	37%	25%	13%	8%	22%	12%	16%	14%	23%	15%	7%
Decreased	73%	76%	76%	51%	69%	74%	86%	64%	80%	73%	78%	64%	71%	92%
No impact	10%	7%	10%	11%	6%	13%	5%	15%	8%	11%	8%	13%	14%	1%
Q22C. Would you say COVID-19 has increased, decreased, or had no impact on your profitability?														
	Industry							LIA Member		Company		Company after Pandemic		
	Total	Engineering and Construction	Food/ Beverage/ Retail	Financial	Manufacturing/ Wholesale & Distribution	Service	Education/ Healthcare	Yes	No	50 or less	51 or more	Stronger	Survive	Taken large toll
Increased	14%	11%	14%	26%	24%	12%	8%	18%	10%	14%	10%	21%	12%	6%
Decreased	71%	71%	76%	59%	58%	72%	84%	59%	80%	74%	69%	56%	72%	92%
No impact	15%	18%	10%	15%	18%	16%	8%	22%	10%	11%	21%	23%	16%	2%
Q22D. Would you say COVID-19 has increased, decreased, or had no impact on the size of your workforce?														
	Industry							LIA Member		Company		Company after Pandemic		
	Total	Engineering and Construction	Food/ Beverage/ Retail	Financial	Manufacturing/ Wholesale & Distribution	Service	Education/ Healthcare	Yes	No	50 or less	51 or more	Stronger	Survive	Taken large toll
Increased	6%	9%	2%	14%	12%	5%	5%	8%	5%	5%	7%	15%	2%	2%
Decreased	55%	60%	71%	37%	36%	55%	59%	55%	55%	49%	69%	47%	48%	78%
No impact	39%	31%	26%	49%	52%	40%	35%	37%	40%	46%	25%	38%	50%	20%

Q22E. Would you say COVID-19 has increased, decreased, or had no impact on your cost of doing business?														
	Industry							LIA Member		Company		Company after Pandemic		
	Total	Engineering and Construction	Food/ Beverage/ Retail	Financial	Manufacturing/ Wholesale & Distribution	Service	Education/ Healthcare	Yes	No	50 or less	51 or more	Stronger	Survive	Taken large toll
Increased	62%	71%	71%	51%	67%	56%	73%	54%	68%	63%	64%	62%	57%	70%
Decreased	14%	9%	14%	17%	9%	15%	16%	20%	10%	11%	20%	15%	13%	14%
No impact	24%	20%	14%	31%	24%	29%	11%	26%	22%	26%	16%	23%	30%	16%
Q23. Did you receive any federal funds to assist you in either keeping your business open or to adapt to COVID-19 requirements?														
	Industry							LIA Member		Company		Company after Pandemic		
	Total	Engineering and Construction	Food/ Beverage/ Retail	Financial	Manufacturing/ Wholesale & Distribution	Service	Education/ Healthcare	Yes	No	50 or less	51 or more	Stronger	Survive	Taken large toll
Yes	72%	82%	86%	43%	82%	69%	84%	61%	80%	80%	61%	67%	73%	78%
No	28%	18%	14%	57%	18%	31%	16%	39%	20%	20%	39%	33%	27%	22%
Q24. Will you be applying for any federal funds to assist you in either keeping your business open or to adapt to COVID-19 requirements in 2021?														
	Industry							LIA Member		Company		Company after Pandemic		
	Total	Engineering and Construction	Food/ Beverage/ Retail	Financial	Manufacturing/ Wholesale & Distribution	Service	Education/ Healthcare	Yes	No	50 or less	51 or more	Stronger	Survive	Taken large toll
Yes	56%	57%	73%	15%	42%	58%	73%	43%	66%	65%	41%	46%	55%	75%
No	44%	43%	27%	85%	58%	42%	27%	57%	34%	35%	59%	54%	45%	25%
Q25A. Please indicate whether you have made each of the following operational changes in specific response to COVID-19: Increased ability for employees to work at home.														
	Industry							LIA Member		Company		Company after Pandemic		
	Total	Engineering and Construction	Food/ Beverage/ Retail	Financial	Manufacturing/ Wholesale & Distribution	Service	Education/ Healthcare	Yes	No	50 or less	51 or more	Stronger	Survive	Taken large toll
Already made this change	98%	100%	100%	97%	95%	98%	96%	100%	96%	98%	99%	98%	100%	88%
Plan to make this change within 6 months	2%	0%	0%	3%	5%	2%	4%	0%	4%	2%	1%	2%	0%	12%
Do not plan to make this change	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%

Q25B. Please indicate whether you have made each of the following operational changes in specific response to COVID-19: Reduced amount of office space.														
	Industry							LIA Member		Company		Company after Pandemic		
	Total	Engineering and Construction	Food/ Beverage/ Retail	Financial	Manufacturing/ Wholesale & Distribution	Service	Education/ Healthcare	Yes	No	50 or less	51 or more	Stronger	Survive	Taken large toll
Already made this change	55%	70%	33%	38%	56%	60%	45%	47%	65%	68%	46%	46%	66%	50%
Plan to make this change within 6 months	45%	30%	67%	63%	44%	40%	55%	53%	35%	32%	54%	54%	34%	50%
Do not plan to make this change	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
Q25A_1. Please indicate whether you plan to keep the changes you have made or plan to make indefinitely: Increased ability for employees to work at home.														
	Industry							LIA Member		Company		Company after Pandemic		
	Total	Engineering and Construction	Food/ Beverage/ Retail	Financial	Manufacturing/ Wholesale & Distribution	Service	Education/ Healthcare	Yes	No	50 or less	51 or more	Stronger	Survive	Taken large toll
Yes, plan to keep this change indefinitely	73%	67%	100%	85%	53%	75%	70%	74%	71%	74%	72%	76%	73%	67%
No, do not plan to keep this change	27%	33%	0%	15%	47%	25%	30%	26%	29%	26%	28%	24%	27%	33%
Q25B_1. Please indicate whether you plan to keep the changes you have made or plan to make indefinitely: Reduced amount of office space.														
	Industry							LIA Member		Company		Company after Pandemic		
	Total	Engineering and Construction	Food/ Beverage/ Retail	Financial	Manufacturing/ Wholesale & Distribution	Service	Education/ Healthcare	Yes	No	50 or less	51 or more	Stronger	Survive	Taken large toll
Yes, plan to keep this change indefinitely	86%	80%	100%	87%	100%	83%	91%	86%	85%	83%	89%	97%	83%	74%
No, do not plan to keep this change	14%	20%	0%	13%	0%	17%	9%	14%	15%	17%	11%	3%	17%	26%

Q26. Do you plan to require your employees - any that work onsite at all - to get the COVID-19 vaccine, or not?														
	Industry							LIA Member		Company		Company after Pandemic		
	Total	Engineering and Construction	Food/ Beverage/ Retail	Financial	Manufacturing/ Wholesale & Distribution	Service	Education/ Healthcare	Yes	No	50 or less	51 or more	Stronger	Survive	Taken large toll
Yes	33%	28%	34%	24%	39%	32%	42%	28%	36%	36%	28%	28%	36%	33%
No	67%	72%	66%	76%	61%	68%	58%	72%	64%	64%	72%	72%	64%	67%
Q26A. Do you plan to get the vaccine yourself?														
	Industry							LIA Member		Company		Company after Pandemic		
	Total	Engineering and Construction	Food/ Beverage/ Retail	Financial	Manufacturing/ Wholesale & Distribution	Service	Education/ Healthcare	Yes	No	50 or less	51 or more	Stronger	Survive	Taken large toll
Yes	88%	84%	83%	91%	91%	87%	92%	88%	87%	89%	86%	91%	90%	78%
No	13%	16%	17%	9%	9%	13%	8%	12%	13%	11%	14%	9%	10%	22%
Q27. Do you think that New York State has been reopening the economy too quickly, too slowly, or at about the right pace?														
	Industry							LIA Member		Company		Company after Pandemic		
	Total	Engineering and Construction	Food/ Beverage/ Retail	Financial	Manufacturing/ Wholesale & Distribution	Service	Education/ Healthcare	Yes	No	50 or less	51 or more	Stronger	Survive	Taken large toll
Too quickly	6%	7%	2%	6%	9%	5%	11%	4%	7%	6%	5%	4%	7%	6%
Too slowly	55%	53%	57%	62%	56%	56%	42%	55%	54%	53%	54%	56%	49%	63%
At about the right pace	39%	40%	40%	32%	34%	40%	47%	41%	38%	41%	41%	40%	43%	31%
Q28. Which of the following do you most expect to be true of your business when the pandemic is no longer a threat?														
	Industry							LIA Member		Company		Company after Pandemic		
	Total	Engineering and Construction	Food/ Beverage/ Retail	Financial	Manufacturing/ Wholesale & Distribution	Service	Education/ Healthcare	Yes	No	50 or less	51 or more	Stronger	Survive	Taken large toll
Stronger	34%	55%	17%	65%	41%	25%	42%	47%	25%	24%	56%	100%	0%	0%
Survive	43%	40%	29%	26%	53%	50%	31%	44%	43%	50%	32%	0%	100%	0%
Taken large toll	23%	5%	55%	9%	6%	24%	28%	9%	32%	26%	11%	0%	0%	100%

Q29. How likely do you think it is that the U.S.economy will be in recession between now and the end of 2021?														
	Industry							LIA Member		Company		Company after Pandemic		
	Total	Engineering and Construction	Food/ Beverage/ Retail	Financial	Manufacturing/ Wholesale & Distribution	Service	Education/ Healthcare	Yes	No	50 or less	51 or more	Stronger	Survive	Taken large toll
Almost certain	18%	12%	31%	3%	6%	20%	19%	6%	25%	20%	10%	10%	15%	34%
Very likely	24%	33%	21%	18%	29%	23%	25%	26%	23%	25%	22%	17%	28%	27%
Somewhat likely	31%	29%	31%	18%	26%	34%	36%	30%	32%	35%	26%	25%	36%	31%
Not very likely	24%	24%	17%	58%	35%	20%	19%	35%	17%	19%	38%	43%	19%	7%
Not at all likely	3%	2%	0%	3%	3%	4%	0%	3%	3%	2%	4%	5%	2%	1%

Q30A. If New York's tax rate on individuals with income more than \$1 million increased from 8.82% to 10.75%, how likely would you be to move your primary residence out of New York State?														
	Industry							LIA Member		Company		Company after Pandemic		
	Total	Engineering and Construction	Food/ Beverage/ Retail	Financial	Manufacturing/ Wholesale & Distribution	Service	Education/ Healthcare	Yes	No	50 or less	51 or more	Stronger	Survive	Taken large toll
Very likely	13%	14%	10%	15%	19%	13%	3%	9%	15%	12%	10%	10%	12%	17%
Somewhat likely	16%	14%	3%	30%	25%	13%	29%	20%	13%	12%	23%	18%	12%	19%
Not very likely	22%	29%	23%	30%	19%	19%	26%	26%	19%	20%	27%	25%	21%	18%
Not at all likely	50%	43%	65%	24%	38%	56%	43%	45%	53%	56%	41%	46%	54%	46%

Q30B. If New York's tax rate on individuals with income more than \$1 million increased from 8.82% to 10.75%, how likely would you be to move your business out of New York State?														
	Industry							LIA Member		Company		Company after Pandemic		
	Total	Engineering and Construction	Food/ Beverage/ Retail	Financial	Manufacturing/ Wholesale & Distribution	Service	Education/ Healthcare	Yes	No	50 or less	51 or more	Stronger	Survive	Taken large toll
Very likely	9%	0%	8%	12%	22%	11%	3%	5%	13%	9%	6%	6%	9%	15%
Somewhat likely	10%	12%	5%	9%	19%	8%	20%	8%	11%	10%	7%	10%	7%	17%
Not very likely	23%	29%	20%	48%	28%	16%	23%	31%	18%	21%	30%	27%	24%	14%
Not at all likely	58%	60%	68%	30%	31%	65%	54%	56%	58%	60%	58%	58%	60%	54%

Q30C. If New York's tax rate on individuals with income more than \$1 million increased from 8.82% to 10.75%, how likely would you be to refrain from hiring employees even as a recovery takes place?

	Industry							LIA Member		Company		Company after Pandemic		
	Total	Engineering and Construction	Food/ Beverage/ Retail	Financial	Manufacturing/ Wholesale & Distribution	Service	Education/ Healthcare	Yes	No	50 or less	51 or more	Stronger	Survive	Taken large toll
Very likely	18%	10%	25%	12%	28%	16%	24%	8%	25%	20%	12%	9%	20%	26%
Somewhat likely	23%	15%	25%	27%	22%	24%	21%	29%	18%	21%	25%	17%	25%	27%
Not very likely	21%	34%	23%	36%	25%	15%	18%	27%	17%	18%	27%	28%	20%	13%
Not at all likely	38%	41%	28%	24%	25%	45%	38%	36%	40%	41%	36%	46%	35%	33%

Q31. Do you think your company will be in business on Long Island ten years from today or not?

	Industry							LIA Member		Company		Company after Pandemic		
	Total	Engineering and Construction	Food/ Beverage/ Retail	Financial	Manufacturing/ Wholesale & Distribution	Service	Education/ Healthcare	Yes	No	50 or less	51 or more	Stronger	Survive	Taken large toll
Yes	49%	76%	24%	67%	31%	49%	46%	72%	33%	37%	80%	80%	41%	17%
No	16%	2%	33%	12%	34%	12%	17%	7%	22%	19%	8%	6%	16%	29%
Don't know	35%	21%	43%	21%	34%	39%	37%	21%	45%	44%	12%	13%	43%	53%

Q32. Please select your gender:

	Industry							LIA Member		Company		Company after Pandemic		
	Total	Engineering and Construction	Food/ Beverage/ Retail	Financial	Manufacturing/ Wholesale & Distribution	Service	Education/ Healthcare	Yes	No	50 or less	51 or more	Stronger	Survive	Taken large toll
Male	68%	81%	60%	78%	94%	63%	60%	80%	61%	62%	79%	75%	66%	62%
Female	32%	19%	40%	22%	6%	37%	40%	20%	39%	38%	21%	25%	34%	38%

Q33. How would you describe your race/ethnicity?														
	Industry							LIA Member		Company		Company after Pandemic		
	Total	Engineering and Construction	Food/ Beverage/ Retail	Financial	Manufacturing/ Wholesale & Distribution	Service	Education/ Healthcare	Yes	No	50 or less	51 or more	Stronger	Survive	Taken large toll
White	90%	90%	86%	97%	94%	89%	91%	94%	88%	89%	93%	91%	94%	82%
African-American	2%	2%	7%	0%	0%	2%	0%	1%	3%	2%	3%	2%	1%	5%
Hispanic	3%	2%	2%	0%	0%	4%	3%	3%	3%	2%	3%	3%	1%	5%
Asian	3%	5%	2%	3%	3%	3%	3%	2%	4%	5%	0%	3%	3%	5%
Other	2%	0%	2%	0%	3%	2%	3%	1%	2%	1%	1%	0%	2%	4%
Q34. Are you currently a member of the Long Island Association (LIA)?														
	Industry							LIA Member		Company		Company after Pandemic		
	Total	Engineering and Construction	Food/ Beverage/ Retail	Financial	Manufacturing/ Wholesale & Distribution	Service	Education/ Healthcare	Yes	No	50 or less	51 or more	Stronger	Survive	Taken large toll
Yes	40%	50%	10%	69%	29%	40%	43%	100%	0%	23%	79%	55%	40%	16%
No	60%	50%	90%	31%	71%	60%	57%	0%	100%	77%	21%	45%	60%	84%
Q35. Approximately how many employees do you have in all Long Island locations?														
	Industry							LIA Member		Company		Company after Pandemic		
	Total	Engineering and Construction	Food/ Beverage/ Retail	Financial	Manufacturing/ Wholesale & Distribution	Service	Education/ Healthcare	Yes	No	50 or less	51 or more	Stronger	Survive	Taken large toll
50 or less	70%	49%	95%	50%	76%	72%	67%	40%	90%	100%	0%	50%	78%	84%
51 or more	30%	51%	5%	50%	24%	28%	33%	60%	10%	0%	100%	50%	22%	16%
Q36. Do you offer a pension or 401K to your employees?														
	Industry							LIA Member		Company		Company after Pandemic		
	Total	Engineering and Construction	Food/ Beverage/ Retail	Financial	Manufacturing/ Wholesale & Distribution	Service	Education/ Healthcare	Yes	No	50 or less	51 or more	Stronger	Survive	Taken large toll
Yes	56%	79%	14%	97%	63%	53%	57%	84%	37%	39%	95%	78%	53%	31%
No	44%	21%	86%	3%	38%	47%	43%	16%	63%	61%	5%	22%	47%	69%