

# COVID-19 Survey

How the construction industry is adapting

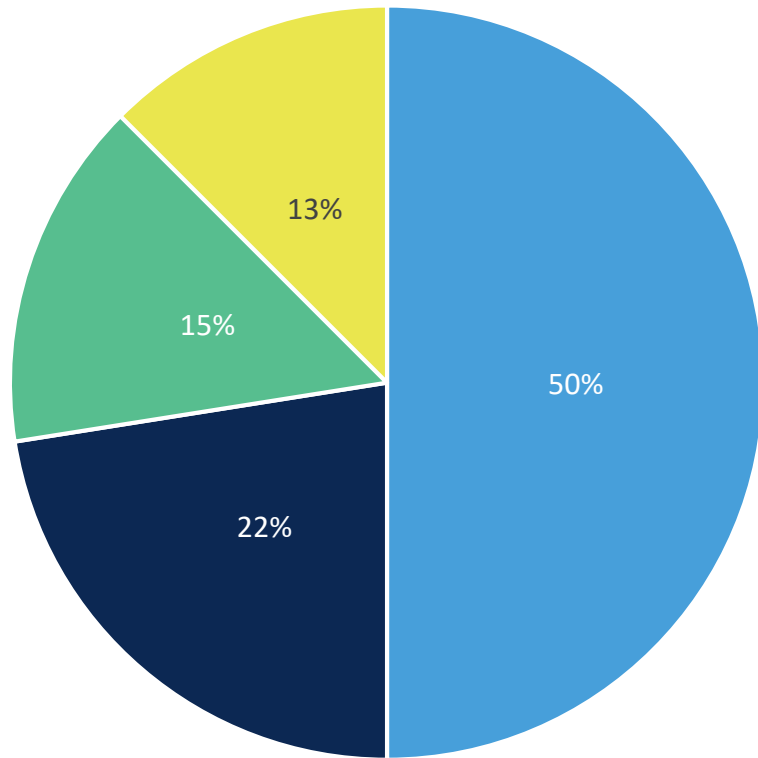
# Contractors Adapting, Continuing Work Wherever Possible

While construction in a handful of states and cities has stopped, most contractors are continuing to operate but are having to adjust many business practices to keep working.

- Viewpoint surveyed construction professionals across North America from April 6, 2020, through May 1, 2020, to understand how contractors are adapting to the various state and local mandates due to the coronavirus pandemic.
- Contractors from 20 U.S. states and three Canadian provinces answered the following questions:
  1. How have you adapted to COVID-19?
  2. If you have a service business, what adjustments have you made on service calls?
  3. Are you still hiring?
  4. Have you laid people off, or are you considering layoffs?
  5. What other actions are you taking to adapt to the pandemic?

# What has changed for your construction business due to COVID-19?

Most contractors continue to operate with some adjustments to daily protocol, but some are struggling.



- Not huge changes
- A lot of change, but still working
- Massive changes; we're struggling
- Other

- “We test our employees twice a week for temperature and O2 levels.”
- “We’re bidding and accepting projects at significantly lower margins, in many cases not even covering overhead.”
- “Our calls have dropped by almost 40%.”
- “We are all working remotely, with the exception of a few “essential” employees.”

# Contractors with service businesses are adapting to keep employees and clients safe

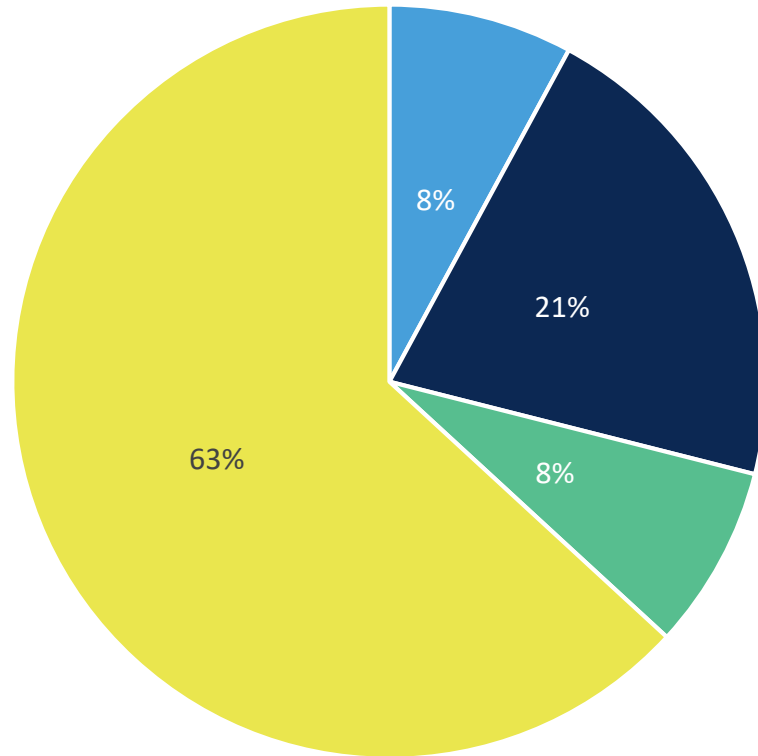
- Additional PPE (N95 masks, nitrile gloves, face shields, etc.)
- Sanitizing tools and trucks daily
- Contactless service calls
- Temperature/oxygen checks for crews
- Scheduling personnel to not overlap with other trades onsite



We have top of the line safety equipment that keeps crews safe from contamination. It takes more time, money, etc. Profits are non-existent compared to pre-corona. However, we care about our people and our clients in our community.

# Are you still hiring?

Nearly two-thirds are not hiring, but some plan to if they get loans or other government aid

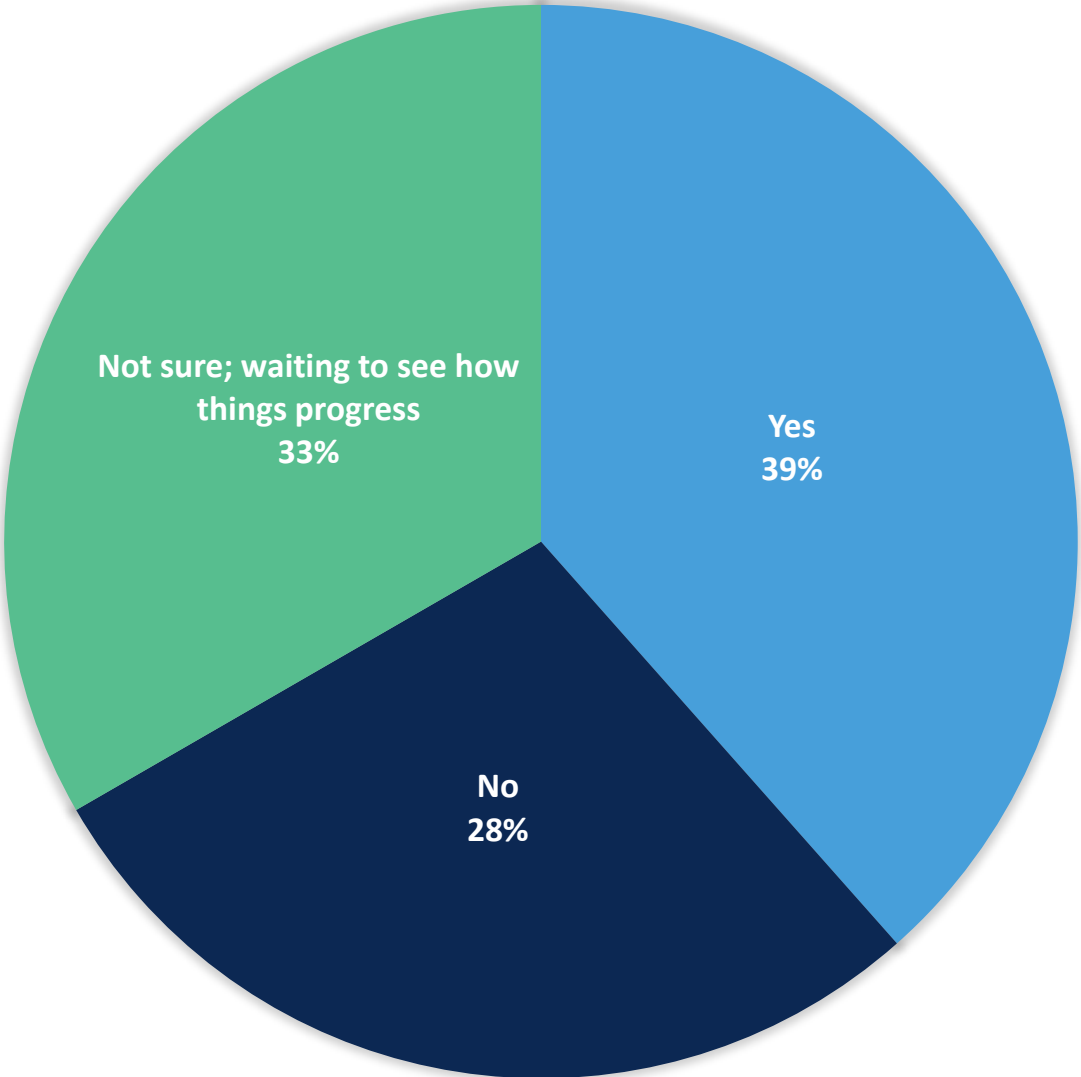


- Yes, office personnel
- Yes, skilled trades/craft workers
- Yes, other
- No, we're not hiring



We are at a freeze in hiring, but if we get financial assistance we will hire a large number of techs that will be mandatory testing, mini quarantine and get PPE for their homes as well as work. Extreme responsibility to be adhered to on and off shift.

# Have you laid people off, or are you considering layoffs?



**What other actions are you taking to ensure business continuity?**



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Daily leadership team meetings to assess current opportunities for new projects and to decide how much of a loss we're willing to incur during this time.





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We are bidding more solar work where associates are outside and not working with other trades.



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Cut discretionary spending, and address bid strategy very specifically for each project.



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We are having team members limit overtime  
and work from home when possible.



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Praying more.



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We have looked at all non-essential spending to put these monies towards keeping employees safe and preserving jobs.



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All current staff are working remotely from home. If anyone has to go in the office, everyone is notified beforehand and anything that is touched while in the office is disinfected. This ensures that surfaces are clean and staff is practicing social distancing. Safety measures are currently being planned for jobs that are contracted for next few months.



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New pandemic protocols, new and updated force majeure clauses in contracts and quotes, deferred capital expenditures to preserve cash.



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We are seeking SBA loan/assistance to help recover from the damage. Strict policies in place for all personnel to follow to stay employed. We are putting everything we have into our business and know if we can make it through we will rise above all others and be able to contribute more unselfishly to our community and employees.