NDIA FOLLOW-UP COVID-19 SMALL-BUSINESS IMPACTS SURVEY RESULTS

JULY 17, 2020
Q1 How many employees does your company have?

Answered: 75   Skipped: 0

<table>
<thead>
<tr>
<th>ANSWER CHOICES</th>
<th>RESPONSES</th>
</tr>
</thead>
<tbody>
<tr>
<td>1 - 49</td>
<td>56.00%</td>
</tr>
<tr>
<td>50 - 149</td>
<td>28.00%</td>
</tr>
<tr>
<td>150 - 299</td>
<td>13.33%</td>
</tr>
<tr>
<td>300 - 499</td>
<td>1.33%</td>
</tr>
<tr>
<td>500 +</td>
<td>1.33%</td>
</tr>
<tr>
<td>TOTAL</td>
<td></td>
</tr>
</tbody>
</table>
Q2 What is your approximate annual revenue?

Answered: 74  Skipped: 1

<table>
<thead>
<tr>
<th>ANSWER CHOICES</th>
<th>RESPONSES</th>
</tr>
</thead>
<tbody>
<tr>
<td>Under $999,999</td>
<td>21.62%</td>
</tr>
<tr>
<td>$1,000,000 - $4,999,999</td>
<td>21.62%</td>
</tr>
<tr>
<td>$5,000,000 - $9,999,999</td>
<td>14.86%</td>
</tr>
<tr>
<td>$10,000,000 - $24,999,999</td>
<td>22.97%</td>
</tr>
<tr>
<td>$25,000,000 - $49,999,999</td>
<td>14.86%</td>
</tr>
<tr>
<td>More than $50,000,000</td>
<td>4.05%</td>
</tr>
<tr>
<td>TOTAL</td>
<td>100.00%</td>
</tr>
</tbody>
</table>
Q3 What percentage of your annual revenue comes from work on DOD contracts?

Answered: 72    Skipped: 3

<table>
<thead>
<tr>
<th>ANSWER CHOICES</th>
<th>AVERAGE NUMBER</th>
<th>TOTAL NUMBER</th>
<th>RESPONSES</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>66</td>
<td>4,747</td>
<td>72</td>
</tr>
</tbody>
</table>

Total Respondents: 72
Q4 What percentage of your defense contracting work do you hold as a prime contractor? (i.e. what percentage of your contracting work is directly with the DOD?)

Answered: 73   Skipped: 2

<table>
<thead>
<tr>
<th>ANSWER CHOICES</th>
<th>AVERAGE NUMBER</th>
<th>TOTAL NUMBER</th>
<th>RESPONSES</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>42</td>
<td>3,034</td>
<td>73</td>
</tr>
</tbody>
</table>

Total Respondents: 73
Q5 What is the primary industry of the majority of your defense contract work?

Answered: 75  Skipped: 0

<table>
<thead>
<tr>
<th>ANSWER CHOICES</th>
<th>RESPONSES</th>
</tr>
</thead>
<tbody>
<tr>
<td>Technology (RDT&amp;E)</td>
<td>26.67%</td>
</tr>
<tr>
<td>Manufacturing</td>
<td>21.33%</td>
</tr>
<tr>
<td>Services</td>
<td>38.67%</td>
</tr>
<tr>
<td>Other (please specify)</td>
<td>13.33%</td>
</tr>
<tr>
<td><strong>TOTAL</strong></td>
<td><strong>75</strong></td>
</tr>
</tbody>
</table>
Q6 Where is your company primarily located?

**Answer Choices**

<table>
<thead>
<tr>
<th>Region</th>
<th>Responses</th>
</tr>
</thead>
<tbody>
<tr>
<td>Pacific Northwest</td>
<td>4.00%</td>
</tr>
<tr>
<td>South</td>
<td>2.67%</td>
</tr>
<tr>
<td>Upper Midwest</td>
<td>2.67%</td>
</tr>
<tr>
<td>Midwest</td>
<td>8.00%</td>
</tr>
<tr>
<td>Southeast</td>
<td>8.00%</td>
</tr>
<tr>
<td>Northeast</td>
<td>22.67%</td>
</tr>
<tr>
<td>Mid-Atlantic</td>
<td>17.33%</td>
</tr>
<tr>
<td>West</td>
<td>14.67%</td>
</tr>
<tr>
<td>Southwest</td>
<td>20.00%</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>75%</strong></td>
</tr>
</tbody>
</table>
Q7 Does your company hold classified contracts on behalf of the DOD?

Answered: 73   Skipped: 2

<table>
<thead>
<tr>
<th>ANSWER CHOICES</th>
<th>RESPONSES</th>
</tr>
</thead>
<tbody>
<tr>
<td>Yes</td>
<td>41.10%</td>
</tr>
<tr>
<td>No</td>
<td>58.90%</td>
</tr>
<tr>
<td>TOTAL</td>
<td></td>
</tr>
</tbody>
</table>
Q8 What impact has the COVID-19 crisis had on the following since April 10th, 2020?

Answered: 75  Skipped: 0
## COVID-19 Small Business Continued Impacts Survey

![Bar chart showing impact levels](chart.png)

### Impact Levels
- **1**: No impact
- **2**: No label
- **3**: Moderate impact
- **4**: No label
- **5**: Major impact

### Summary Table

<table>
<thead>
<tr>
<th></th>
<th>1 - No Impact</th>
<th>(No Label)</th>
<th>3 - Moderate Impact</th>
<th>(No Label)</th>
<th>5 - Major Impact</th>
<th>Total</th>
<th>Weighted Average</th>
</tr>
</thead>
<tbody>
<tr>
<td>Ability to perform on contract</td>
<td>29.33%</td>
<td>18.67%</td>
<td>34.67%</td>
<td>8.00%</td>
<td>9.33%</td>
<td>75</td>
<td>2.49</td>
</tr>
<tr>
<td>Availability of workforce</td>
<td>29.33%</td>
<td>24.00%</td>
<td>29.33%</td>
<td>8.00%</td>
<td>9.33%</td>
<td>75</td>
<td>2.44</td>
</tr>
<tr>
<td>Confidence in supply chain partners</td>
<td>17.81%</td>
<td>21.92%</td>
<td>38.36%</td>
<td>10.96%</td>
<td>10.96%</td>
<td>73</td>
<td>2.75</td>
</tr>
<tr>
<td>Ability to access secure work facilities</td>
<td>43.84%</td>
<td>9.59%</td>
<td>20.55%</td>
<td>13.70%</td>
<td>12.33%</td>
<td>73</td>
<td>2.41</td>
</tr>
<tr>
<td>Revenue expectations</td>
<td>16.00%</td>
<td>6.67%</td>
<td>12.00%</td>
<td>30.67%</td>
<td>34.67%</td>
<td>75</td>
<td>3.61</td>
</tr>
<tr>
<td>Access to contracting officer</td>
<td>25.68%</td>
<td>18.92%</td>
<td>28.38%</td>
<td>14.86%</td>
<td>12.16%</td>
<td>74</td>
<td>2.69</td>
</tr>
<tr>
<td>Clarity of information from the DOD</td>
<td>23.29%</td>
<td>16.44%</td>
<td>23.29%</td>
<td>20.55%</td>
<td>16.44%</td>
<td>73</td>
<td>2.90</td>
</tr>
<tr>
<td>Access to capital</td>
<td>24.66%</td>
<td>20.55%</td>
<td>21.92%</td>
<td>8.22%</td>
<td>24.66%</td>
<td>73</td>
<td>2.88</td>
</tr>
</tbody>
</table>
Q9 Have you experienced disruptions in your cash flow since April 10th, 2020 as a result of the COVID-19 crisis?

Answered: 75  Skipped: 0

<table>
<thead>
<tr>
<th>ANSWER CHOICES</th>
<th>RESPONSES</th>
</tr>
</thead>
<tbody>
<tr>
<td>Yes</td>
<td>70.67%</td>
</tr>
<tr>
<td>No</td>
<td>29.33%</td>
</tr>
<tr>
<td>TOTAL</td>
<td></td>
</tr>
</tbody>
</table>
Q10 Do you expect to experience overruns on your Firm Fixed Price contracts as a result of disruptions caused by COVID-19?

Answered: 74    Skipped: 1

<table>
<thead>
<tr>
<th>ANSWER CHOICES</th>
<th>RESPONSES</th>
</tr>
</thead>
<tbody>
<tr>
<td>Yes</td>
<td>27.03%</td>
</tr>
<tr>
<td>No</td>
<td>71.62%</td>
</tr>
</tbody>
</table>

TOTAL 74
Q11 What other issues are you facing as a result of the COVID-19 crisis?

<table>
<thead>
<tr>
<th>Category of Response</th>
<th>Percent of Responses</th>
</tr>
</thead>
<tbody>
<tr>
<td>Workforce</td>
<td>10.71%</td>
</tr>
<tr>
<td>Safety and Security</td>
<td>0%</td>
</tr>
<tr>
<td>Remote Work</td>
<td>5.36%</td>
</tr>
<tr>
<td>Prime Contractors</td>
<td>1.79%</td>
</tr>
<tr>
<td>Evaluation/Performance</td>
<td>1.79%</td>
</tr>
<tr>
<td>Financial and Cash Flow</td>
<td>35.71%</td>
</tr>
<tr>
<td>Site Access</td>
<td>5.36%</td>
</tr>
<tr>
<td>Supply Chain</td>
<td>7.14%</td>
</tr>
<tr>
<td>People Access</td>
<td>8.93%</td>
</tr>
<tr>
<td>Communication</td>
<td>8.93%</td>
</tr>
<tr>
<td>General Fear and Uncertainty</td>
<td>3.57%</td>
</tr>
<tr>
<td>Paying FMLA or Insurance and Benefits</td>
<td>1.79%</td>
</tr>
<tr>
<td>Other, N/A</td>
<td>8.93%</td>
</tr>
</tbody>
</table>
Q12 What long-term impacts to your business do you expect as a result of the COVID-19 crisis?

Answered: 62   Skipped: 13

<table>
<thead>
<tr>
<th>Category of Response</th>
<th>Percent of Responses</th>
</tr>
</thead>
<tbody>
<tr>
<td>None/Uncertain</td>
<td>19.35%</td>
</tr>
<tr>
<td>Workforce</td>
<td>6.45%</td>
</tr>
<tr>
<td>Safety and Security</td>
<td>1.61%</td>
</tr>
<tr>
<td>Remote Work</td>
<td>3.23%</td>
</tr>
<tr>
<td>Evaluation/Performance</td>
<td>0%</td>
</tr>
<tr>
<td>Financial and Cash Flow</td>
<td>54.84%</td>
</tr>
<tr>
<td>Site Access</td>
<td>0%</td>
</tr>
<tr>
<td>Supply Chain</td>
<td>1.61%</td>
</tr>
<tr>
<td>People Access</td>
<td>0%</td>
</tr>
<tr>
<td>Paying FMLA or Insurance and Benefits</td>
<td>0%</td>
</tr>
<tr>
<td>Other</td>
<td>11.29%</td>
</tr>
</tbody>
</table>
Q13 Please provide any other suggestions on what policy actions Congress should take to help mitigate the negative impacts of the COVID-19 crisis.

Answered: 49     Skipped: 26

<table>
<thead>
<tr>
<th>Category of Response</th>
<th>Percent of Responses</th>
</tr>
</thead>
<tbody>
<tr>
<td>Workforce</td>
<td>0%</td>
</tr>
<tr>
<td>Safety and Security</td>
<td>7.02%</td>
</tr>
<tr>
<td>Remote Work</td>
<td>1.75%</td>
</tr>
<tr>
<td>Prime Contractors</td>
<td>3.51%</td>
</tr>
<tr>
<td>Evaluation/Performance</td>
<td>0%</td>
</tr>
<tr>
<td>Financial and Cash Flow</td>
<td>0%</td>
</tr>
<tr>
<td>Site Access</td>
<td>59.65%</td>
</tr>
<tr>
<td>Supply Chain</td>
<td>0%</td>
</tr>
<tr>
<td>People Access</td>
<td>1.75%</td>
</tr>
<tr>
<td>Communication</td>
<td>0%</td>
</tr>
<tr>
<td>General Fear and Uncertainty</td>
<td>0%</td>
</tr>
<tr>
<td>Paying FMLA or Insurance and Benefits</td>
<td>1.75%</td>
</tr>
<tr>
<td>Other, N/A</td>
<td>24.56%</td>
</tr>
</tbody>
</table>
Q14 Please rate the following in terms of their effectiveness as a response to the COVID-19 crisis since April 10th, 2020.

Answered: 75    Skipped: 0
<table>
<thead>
<tr>
<th></th>
<th>1 - NOT AT ALL EFFECTIVE</th>
<th>(NO LABEL)</th>
<th>3 - MODERATELY EFFECTIVE</th>
<th>(NO LABEL)</th>
<th>5 - EXTREMELY EFFECTIVE</th>
<th>TOTAL</th>
</tr>
</thead>
<tbody>
<tr>
<td>Small Business Administration guidance</td>
<td>16.22%</td>
<td>25.68%</td>
<td>31.08%</td>
<td>18.92%</td>
<td>8.11%</td>
<td>74</td>
</tr>
<tr>
<td></td>
<td>12</td>
<td>19</td>
<td>23</td>
<td>14</td>
<td>6</td>
<td></td>
</tr>
<tr>
<td>Small Business Administration loan programs</td>
<td>15.07%</td>
<td>20.55%</td>
<td>26.03%</td>
<td>17.81%</td>
<td>20.55%</td>
<td>73</td>
</tr>
<tr>
<td></td>
<td>11</td>
<td>15</td>
<td>19</td>
<td>13</td>
<td>15</td>
<td></td>
</tr>
<tr>
<td>Department of Defense-level guidance</td>
<td>16.44%</td>
<td>24.66%</td>
<td>30.14%</td>
<td>21.92%</td>
<td>6.85%</td>
<td>73</td>
</tr>
<tr>
<td></td>
<td>12</td>
<td>18</td>
<td>22</td>
<td>16</td>
<td>5</td>
<td></td>
</tr>
<tr>
<td>Guidance from your contracting officer</td>
<td>23.29%</td>
<td>27.40%</td>
<td>34.25%</td>
<td>8.22%</td>
<td>6.85%</td>
<td>73</td>
</tr>
<tr>
<td></td>
<td>17</td>
<td>20</td>
<td>25</td>
<td>6</td>
<td>5</td>
<td></td>
</tr>
<tr>
<td>Guidance from a third-party source (i.e. NDIA, law firm, peer, etc.)</td>
<td>6.67%</td>
<td>8.00%</td>
<td>34.67%</td>
<td>28.00%</td>
<td>22.67%</td>
<td>75</td>
</tr>
<tr>
<td></td>
<td>5</td>
<td>6</td>
<td>26</td>
<td>21</td>
<td>17</td>
<td></td>
</tr>
<tr>
<td>Specific communications from the DOD Office of Acquisition and Sustainment</td>
<td>26.03%</td>
<td>31.51%</td>
<td>20.55%</td>
<td>20.55%</td>
<td>1.37%</td>
<td>73</td>
</tr>
<tr>
<td></td>
<td>19</td>
<td>23</td>
<td>15</td>
<td>15</td>
<td>1</td>
<td></td>
</tr>
<tr>
<td>CARES Act guidance on Section 3610</td>
<td>15.28%</td>
<td>25.00%</td>
<td>40.28%</td>
<td>11.11%</td>
<td>8.33%</td>
<td>72</td>
</tr>
<tr>
<td></td>
<td>11</td>
<td>18</td>
<td>29</td>
<td>8</td>
<td>6</td>
<td></td>
</tr>
<tr>
<td>PPP guidance from government partner</td>
<td>21.92%</td>
<td>26.03%</td>
<td>34.25%</td>
<td>10.96%</td>
<td>6.85%</td>
<td>73</td>
</tr>
<tr>
<td></td>
<td>16</td>
<td>19</td>
<td>25</td>
<td>8</td>
<td>5</td>
<td></td>
</tr>
</tbody>
</table>
Q15 Rank the following in terms of what would be most helpful for your business to recover. (1 - most helpful, 4 - least helpful)

Answered: 74   Skipped: 1

<table>
<thead>
<tr>
<th></th>
<th>1</th>
<th>2</th>
<th>3</th>
<th>4</th>
<th>TOTAL</th>
<th>SCORE</th>
</tr>
</thead>
<tbody>
<tr>
<td>Short-term loans being made available to your business</td>
<td>29.51%</td>
<td>13.11%</td>
<td>18.03%</td>
<td>39.34%</td>
<td>61</td>
<td>2.33</td>
</tr>
<tr>
<td>Flexibility being granted on the performance of your contract(s)</td>
<td>22.58%</td>
<td>45.16%</td>
<td>20.97%</td>
<td>11.29%</td>
<td>62</td>
<td>2.79</td>
</tr>
<tr>
<td>Additional guidance being provided on the performance of your contract(s)</td>
<td>3.08%</td>
<td>26.15%</td>
<td>36.92%</td>
<td>33.85%</td>
<td>65</td>
<td>1.98</td>
</tr>
<tr>
<td>Accelerated payments from the DOD and/or prime contractors</td>
<td>47.22%</td>
<td>20.83%</td>
<td>19.44%</td>
<td>12.50%</td>
<td>72</td>
<td>3.03</td>
</tr>
</tbody>
</table>
Q16 Did you respond to the first iteration of the NDIA COVID-19 Response survey, launched March 23rd and closed April 10th?

Answered: 75  Skipped: 0

<table>
<thead>
<tr>
<th>ANSWER CHOICES</th>
<th>RESPONSES</th>
</tr>
</thead>
<tbody>
<tr>
<td>Yes</td>
<td>45.33%</td>
</tr>
<tr>
<td>No</td>
<td>54.67%</td>
</tr>
<tr>
<td>TOTAL</td>
<td></td>
</tr>
</tbody>
</table>