

Q1 Please list your city and state

Answered: 65 Skipped: 0

NDA COVID-19 Member Questionnaire - July 2020

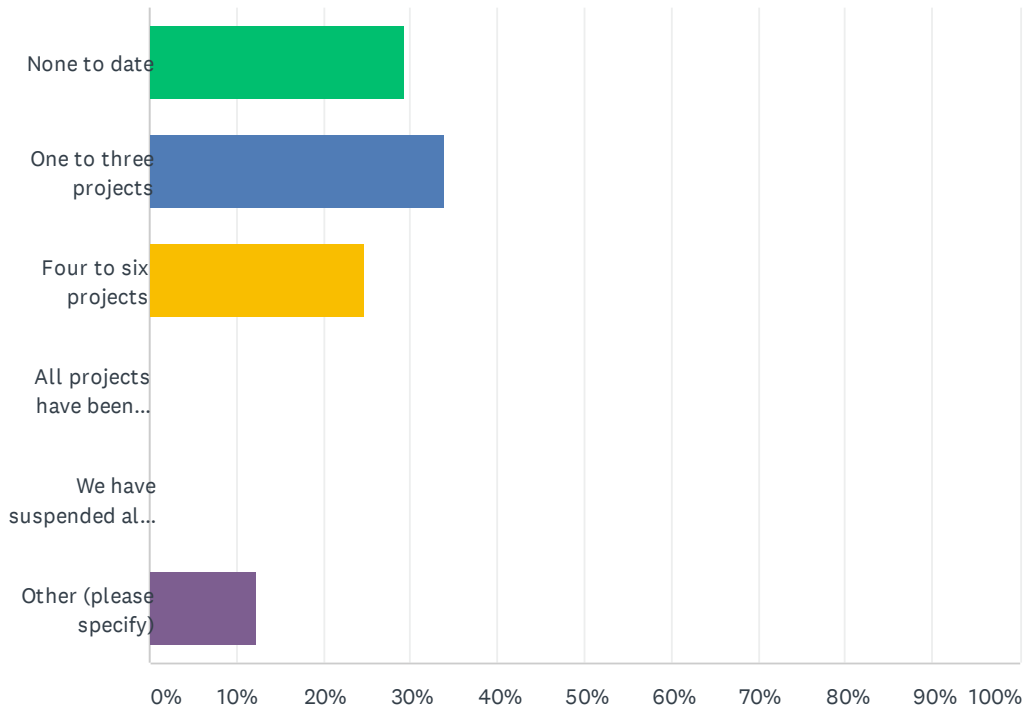
#	RESPONSES	DATE
1	Epping NH	8/21/2020 3:25 PM
2	Washington Park, Illinois	8/13/2020 10:26 AM
3	Chicago, IL	8/12/2020 3:09 PM
4	Indianapolis, Indiana	8/12/2020 10:42 AM
5	Norfolk MA	8/11/2020 7:54 PM
6	Detroit, MI	8/11/2020 5:09 PM
7	Binghamton, NY	8/11/2020 2:18 PM
8	Indianapolis, IN	8/11/2020 12:11 PM
9	Shakopee, MN	8/11/2020 11:51 AM
10	Tulsa, OK	8/11/2020 11:28 AM
11	Dover, DE	8/11/2020 11:27 AM
12	Houston, TX	8/11/2020 11:23 AM
13	McDonough, GA	8/11/2020 11:07 AM
14	San Antonio, Texas	8/11/2020 10:19 AM
15	Tacoma	8/11/2020 10:18 AM
16	Epping NH	8/11/2020 10:15 AM
17	Plainville, CT	8/11/2020 10:01 AM
18	Waterloo NY	8/11/2020 9:47 AM
19	Chicago, IL	8/11/2020 9:47 AM
20	Detroit, Michigan	8/11/2020 9:27 AM
21	Philadelphia, PA	8/11/2020 9:23 AM
22	Detroit, MI	8/11/2020 9:12 AM
23	Oklahoma City	8/11/2020 9:12 AM
24	St. Paul Minnesota	8/11/2020 9:09 AM
25	Nashville, TN	8/11/2020 9:09 AM
26	Minneapolis, MN	8/10/2020 7:44 AM
27	Minneapolis, Minnesota	8/4/2020 1:34 PM
28	Ft Wayne, IN	7/30/2020 9:27 PM
29	Oak Ridge, Tennessee	7/30/2020 8:13 PM
30	Pittsburgh- PA	7/30/2020 6:56 PM
31	Rochester, New York	7/30/2020 12:00 PM
32	Washington Park, Illinois	7/30/2020 11:43 AM
33	St. Michael	7/30/2020 11:24 AM
34	Hutchins, Texas	7/30/2020 10:57 AM
35	Chicago, IL	7/30/2020 10:20 AM
36	DC Metro Area	7/30/2020 10:06 AM
37	Atlanta, GA	7/30/2020 9:33 AM

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38	Detroit, MI	7/30/2020 9:15 AM
39	Lorain, Ohio	7/30/2020 9:13 AM
40	Cleveland, Ohio	7/30/2020 8:55 AM
41	Philadelphia, Pa.	7/30/2020 8:43 AM
42	west chester, pa	7/30/2020 7:27 AM
43	chgo	7/29/2020 8:25 PM
44	Broomfield, CO	7/29/2020 6:29 PM
45	Youngstown Ohio	7/29/2020 5:37 PM
46	Houston, TX	7/29/2020 4:54 PM
47	Chicago, IL	7/29/2020 4:51 PM
48	Washington, DC	7/29/2020 4:41 PM
49	Bowling Green ohio	7/29/2020 4:24 PM
50	Berlin, CT	7/29/2020 4:22 PM
51	Houston, TX	7/29/2020 4:16 PM
52	medina ohio	7/29/2020 4:03 PM
53	Chicago IL.	7/29/2020 3:45 PM
54	Grand Island, NE	7/29/2020 3:39 PM
55	Denver Colorado	7/29/2020 3:32 PM
56	Lexington, Kentucky	7/29/2020 3:31 PM
57	Shippensburg PA	7/29/2020 3:21 PM
58	Tulsa, OK	7/29/2020 3:18 PM
59	Binghamton NY	7/29/2020 3:15 PM
60	GLENDALE, CA	7/29/2020 3:12 PM
61	WAYNE, PA	7/29/2020 3:11 PM
62	Charlotte NC,	7/29/2020 3:09 PM
63	Louisville ohio	7/29/2020 3:08 PM
64	Howell, MI	7/29/2020 3:08 PM
65	Pittsburgh, PA	7/29/2020 3:05 PM

Q2 Has your company experienced work stoppage related to COVID-19?

Answered: 65 Skipped: 0



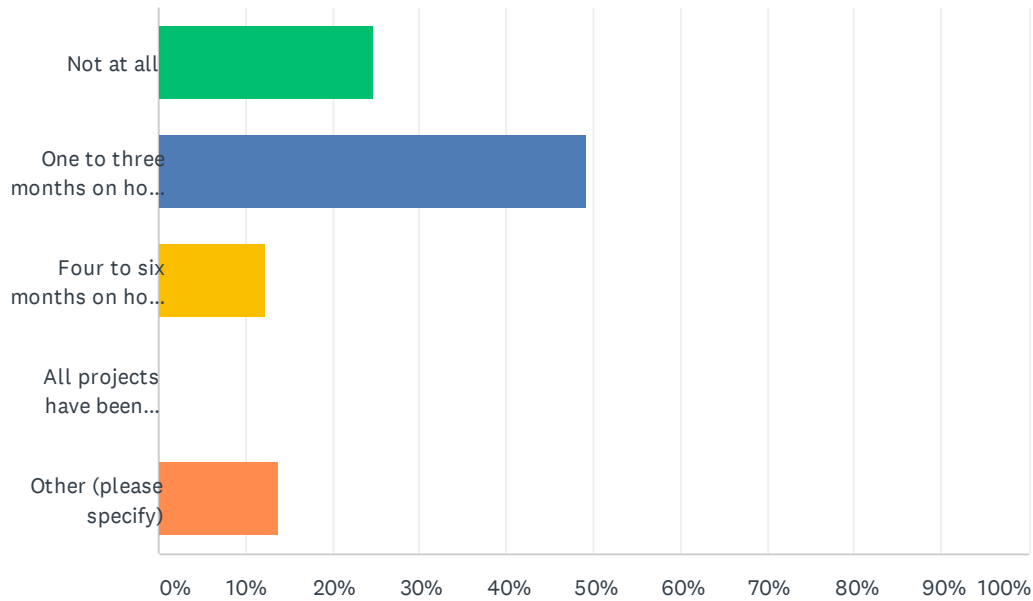
ANSWER CHOICES	RESPONSES	
None to date	29.23%	19
One to three projects	33.85%	22
Four to six projects	24.62%	16
All projects have been suspended by owner and/or GC	0.00%	0
We have suspended all projects	0.00%	0
Other (please specify)	12.31%	8
TOTAL		65

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#	OTHER (PLEASE SPECIFY)	DATE
1	Our Demo work stopped totally essentially for April, and gradually ramped up since. During April, our saw-cutting division was, say at 40%, and also ramped up beginning in May.	8/13/2020 10:26 AM
2	No, we are a manufacture.	8/11/2020 11:07 AM
3	A few projects have been put on hold to reevaluate, but we've had a substantial uptick in clean ups from the riots, so are currently spread really thin so the delays are working in our favor	8/4/2020 1:34 PM
4	<10 projects suspended due to C-19	7/30/2020 9:33 AM
5	During March, April and May, the employees worked in alternating days.	7/30/2020 9:13 AM
6	Slow down and layoffs	7/30/2020 8:43 AM
7	We are manufacturer and are seeing 20% drop in sales	7/29/2020 4:54 PM
8	Work from Home if possible	7/29/2020 3:21 PM

Q3 How has your company backlog been affected by COVID-19?

Answered: 65 Skipped: 0

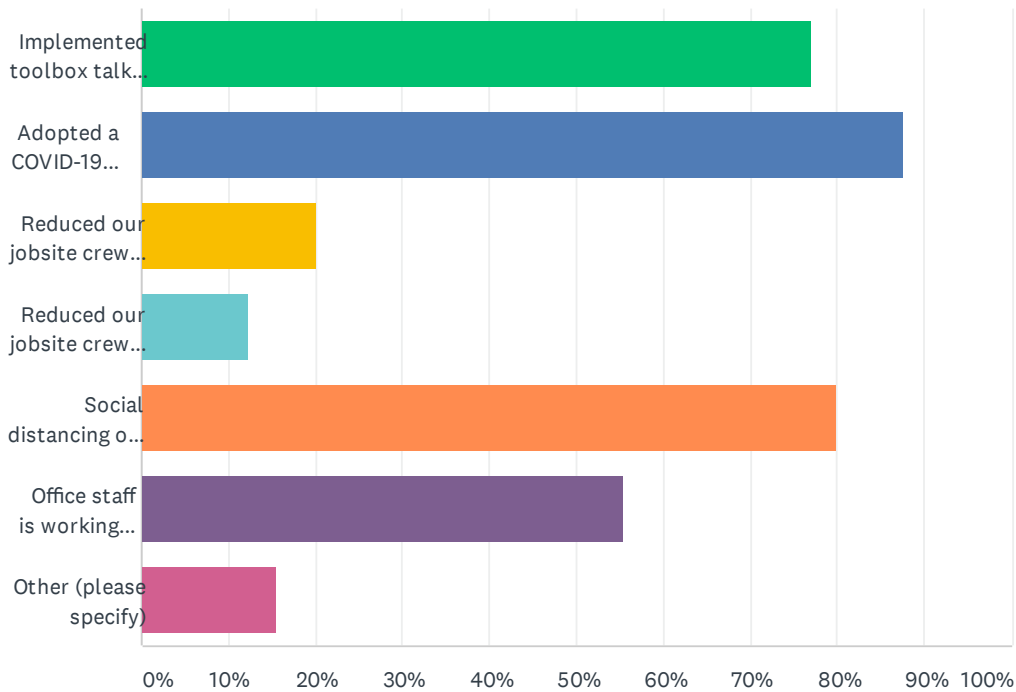


ANSWER CHOICES	RESPONSES	
Not at all	24.62%	16
One to three months on hold, suspended or cancelled	49.23%	32
Four to six months on hold, suspended or cancelled	12.31%	8
All projects have been suspended	0.00%	0
Other (please specify)	13.85%	9
TOTAL		65

#	OTHER (PLEASE SPECIFY)	DATE
1	We have seen a few mid-size jobs get placed on the back-burner - most of these are now in 2021 timing.	8/13/2020 10:26 AM
2	Not by much, a little bit over the last 5 months due to COVID-19	8/11/2020 11:07 AM
3	Less than average amount of large scale private opportunities	8/11/2020 9:47 AM
4	Covid delays are starting up again, but backlog is out almost to October for fire clean ups	8/4/2020 1:34 PM
5	Backlog has increased due to delayed projects, but bid opportunities have decreased	7/30/2020 10:20 AM
6	we laid off 25% of work force for 6 weeks	7/30/2020 7:27 AM
7	We have new machines sitting and adjusting manufacturing to meet current lower demand	7/29/2020 4:54 PM
8	Best sales ever (All time high)	7/29/2020 4:22 PM
9	retail orders have fallen off	7/29/2020 4:03 PM

Q4 What safety measures has your company taken in response to COVID-19?(check all that apply)

Answered: 65 Skipped: 0



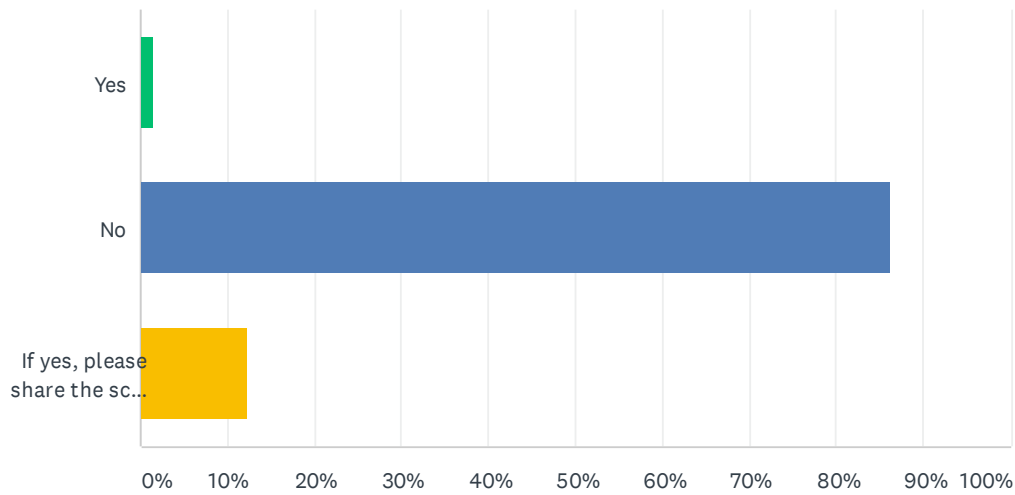
ANSWER CHOICES	RESPONSES	
Implemented toolbox talks specifically addressing COVID-19	76.92%	50
Adopted a COVID-19 exposure prevention, preparedness, and response plan	87.69%	57
Reduced our jobsite crews to ten or fewer	20.00%	13
Reduced our jobsite crew to five or fewer	12.31%	8
Social distancing of six or more feet between employees	80.00%	52
Office staff is working remotely	55.38%	36
Other (please specify)	15.38%	10
Total Respondents: 65		

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#	OTHER (PLEASE SPECIFY)	DATE
1	Office staff initially worked remotely (and some still have the option and do this), but our office is social distancing. We also use a remote-operated UV-C lamp to disinfect our conex boxes and break areas.	8/13/2020 10:26 AM
2	Supplied 'Covid Kits' with masks, hand sanitizer, and disinfectant to all employees.	8/12/2020 10:42 AM
3	Daily temperatures, weekly questionnaire	8/11/2020 5:09 PM
4	Adopted a response / prevention plan and use it every day	8/11/2020 11:07 AM
5	Hand & Tool Sanitizing stations on each jobsite	8/4/2020 1:34 PM
6	Tooling, Rolling Stock, Work Areas are cleaned and disinfected after shifts. Wear masks when applicable and wash hands regularly. Eating healthy, vitamins and plenty of rest is strongly encouraged.	7/30/2020 9:27 PM
7	Daily Covid Checklist forms filled out by each employee	7/30/2020 10:57 AM
8	have been restricted travel by air, only able to travel by car until July 1. Open now, but most customer do not want to meet in person unless they are BUYING NOW	7/29/2020 4:54 PM
9	COVID Specific JHA's and Daily COVID Monitoring	7/29/2020 3:09 PM
10	Customers and vendors are no longer allowed past the lobby. All material exchanges take place outside and without contact. Additional cleaning and sanitizing procedures have been adopted.	7/29/2020 3:08 PM

Q5 Are you working on any emergency relief projects?

Answered: 65 Skipped: 0

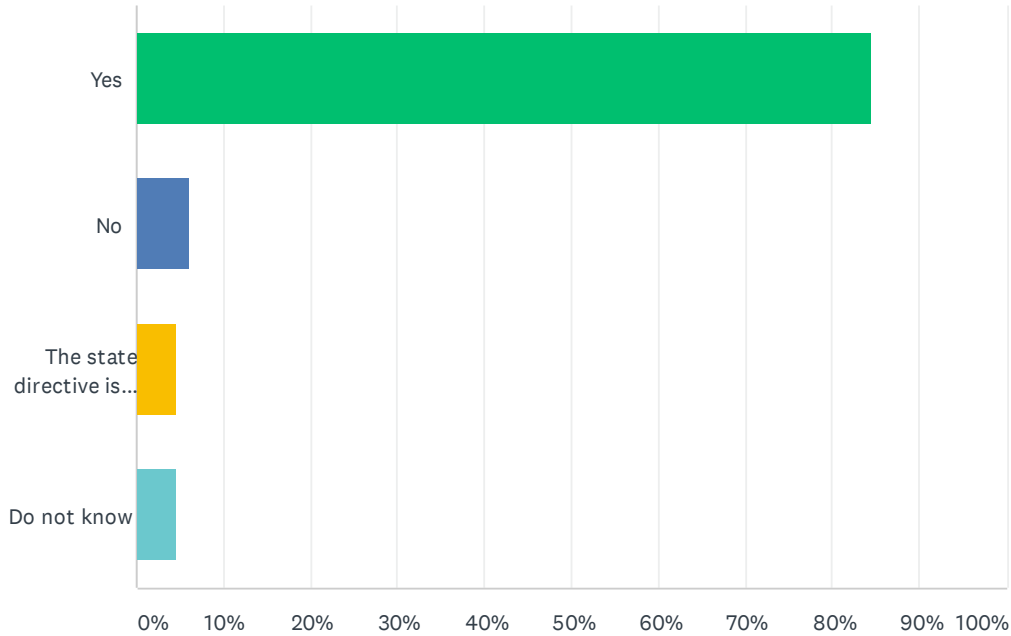


ANSWER CHOICES	RESPONSES
Yes	1.54% 1
No	86.15% 56
If yes, please share the scope and nature of your project.	12.31% 8
TOTAL	65

#	IF YES, PLEASE SHARE THE SCOPE AND NATURE OF YOUR PROJECT.	DATE
1	We performed work on a building that the State of Minnesota purchased to use as a morgue for the influx of deaths from Covid- 19. It has not been utilized. Most of our emergency relief work is from riots in Minneapolis and St. Paul from the George Floyd incident.	8/11/2020 11:51 AM
2	Covid 19 cleaning military bases.	8/11/2020 10:15 AM
3	provided labor to board up stores & buildings before riots, several interior guts & full scale demolitions to clean up after riots, warehouse renovation into COVID Morgue (which remains unused/unneeded), temporary support & protection for damaged buildings waiting to be demolished, misc. fire investigation/recovery assistance.	8/4/2020 1:34 PM
4	Demo of vandalized buildings	7/30/2020 11:24 AM
5	C-19 Disinfecting projects. >3,000,000 sf of space disinfected to date.	7/30/2020 9:33 AM
6	Jobsite remediation for general contractors -- cleaning surfaces, taking temperatures, etc.	7/29/2020 4:41 PM
7	waste water plants and road and bridges	7/29/2020 3:45 PM
8	COVID-19 CLEANING	7/29/2020 3:09 PM

Q6 If your state has issued 'essential service' guidance, has construction and/or demolition and remediation work been included in the 'essential service' directive?

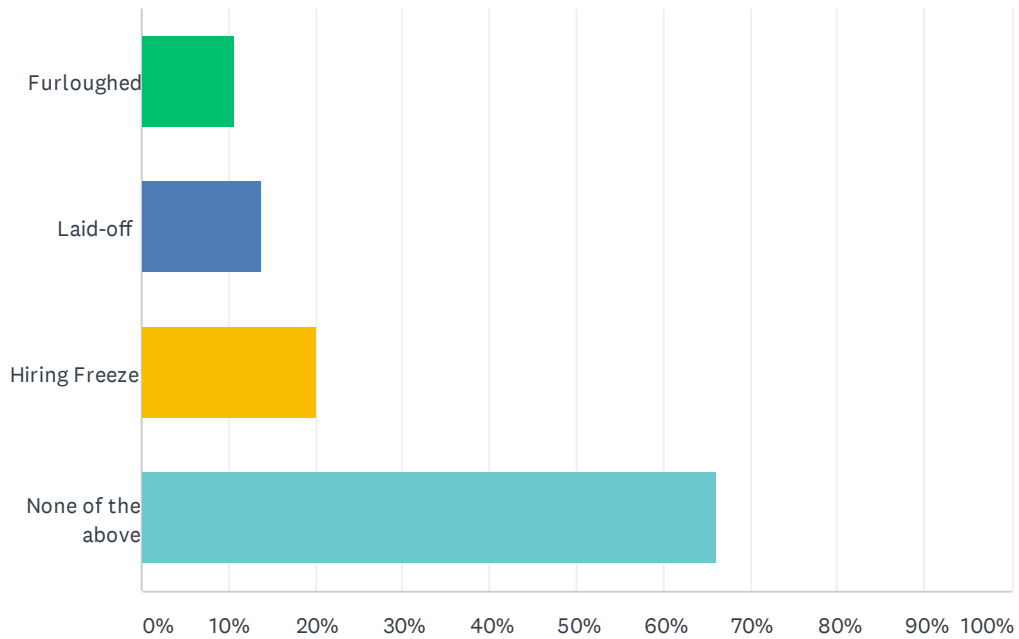
Answered: 65 Skipped: 0



ANSWER CHOICES		RESPONSES	
Yes		84.62%	55
No		6.15%	4
The state directive is not clear		4.62%	3
Do not know		4.62%	3
TOTAL			65

Q7 Has your company furloughed, laid-off or instated a hiring freeze? (check all that apply)

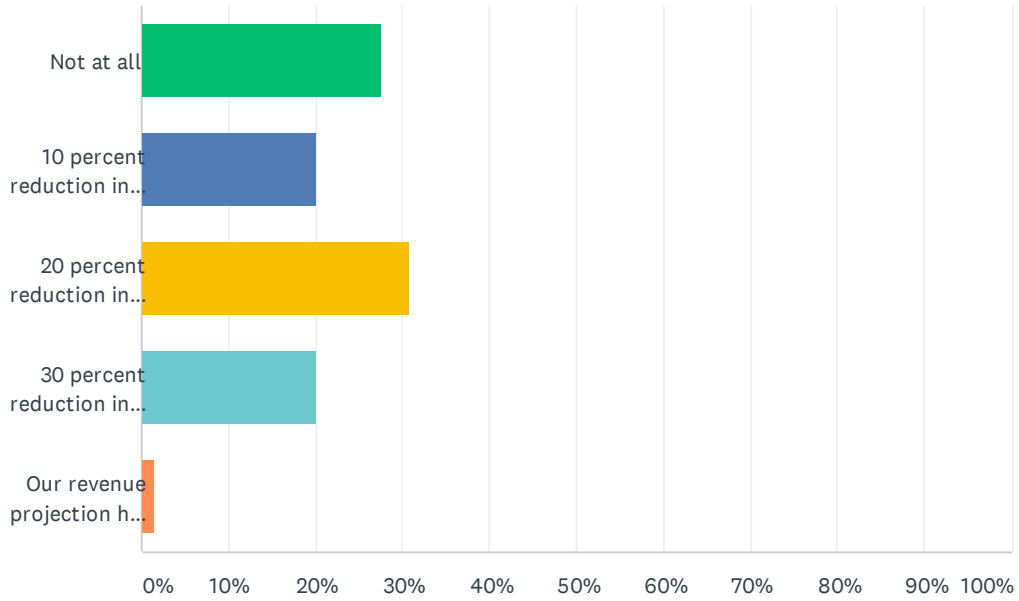
Answered: 65 Skipped: 0



ANSWER CHOICES	RESPONSES
Furloughed	10.77% 7
Laid-off	13.85% 9
Hiring Freeze	20.00% 13
None of the above	66.15% 43
Total Respondents: 65	

Q8 How has your operating budget been affected by COVID-19?

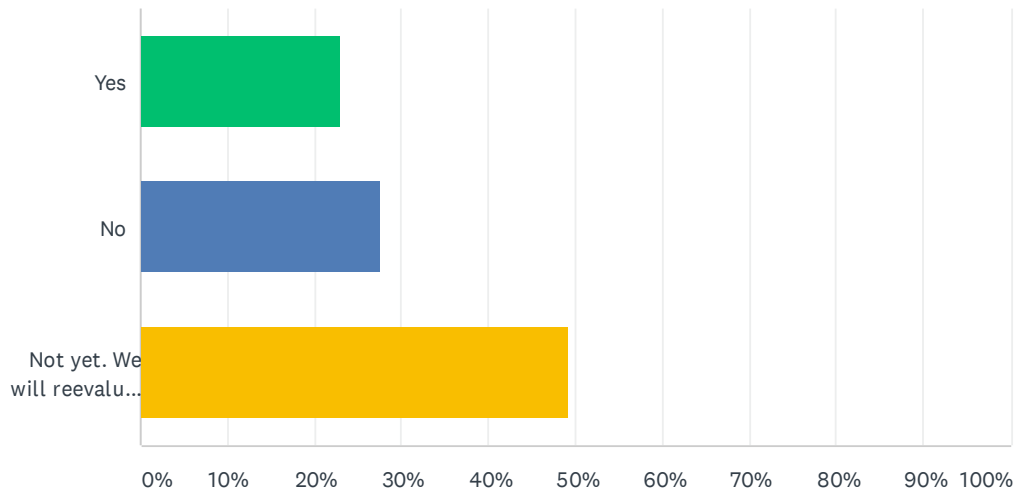
Answered: 65 Skipped: 0



ANSWER CHOICES	RESPONSES	
Not at all	27.69%	18
10 percent reduction in revenue	20.00%	13
20 percent reduction in revenue	30.77%	20
30 percent reduction in revenue	20.00%	13
Our revenue projection has increased due to an increase in work related to COVID-19	1.54%	1
TOTAL		65

Q9 Is your company suspending or cancelling equipment purchase and/or capital investments?

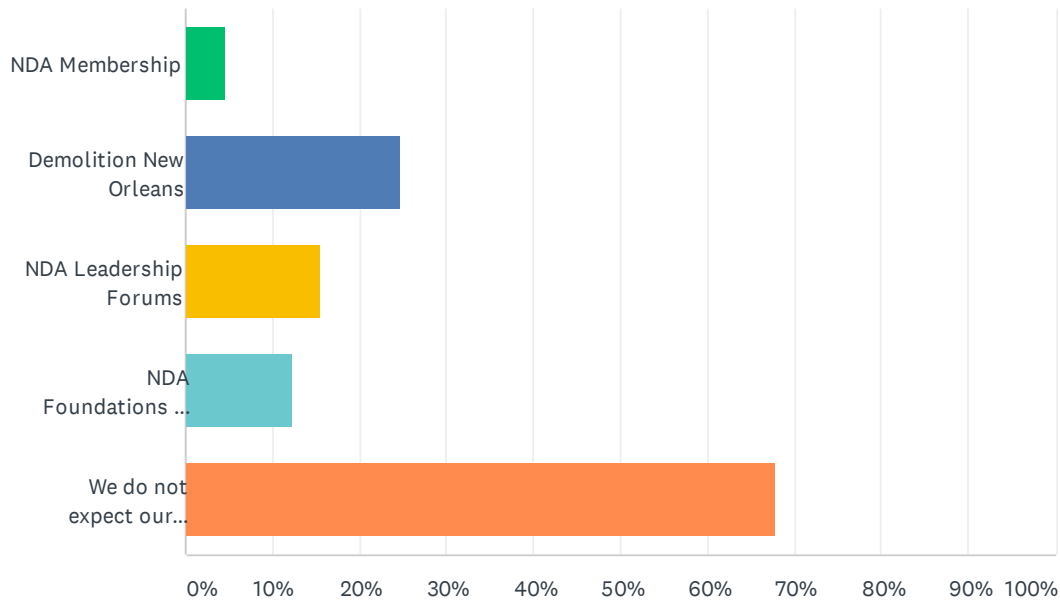
Answered: 65 Skipped: 0



ANSWER CHOICES	RESPONSES	
Yes	23.08%	15
No	27.69%	18
Not yet. We will reevaluate as the need arises.	49.23%	32
TOTAL		65

Q10 Do you expect your company to reduce participation in any of the following National Demolition Association activities? (check all that apply)

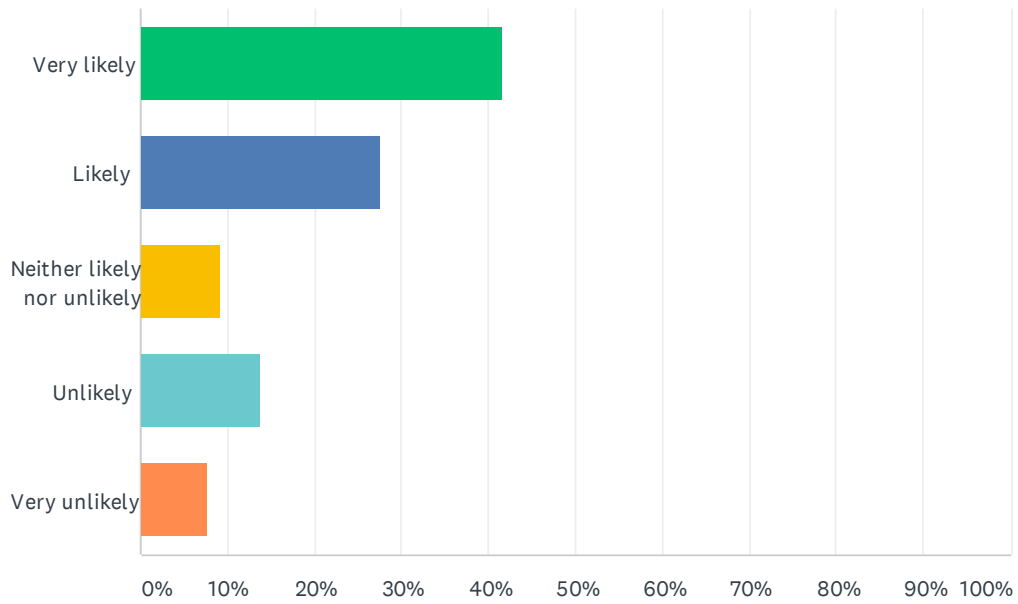
Answered: 65 Skipped: 0



ANSWER CHOICES	RESPONSES	
NDA Membership	4.62%	3
Demolition New Orleans	24.62%	16
NDA Leadership Forums	15.38%	10
NDA Foundations of Demolition Training Series	12.31%	8
We do not expect our participation in any NDA activities to decrease	67.69%	44
Total Respondents: 65		

Q11 How likely are you to travel (for personal or business) in the next 12 months?

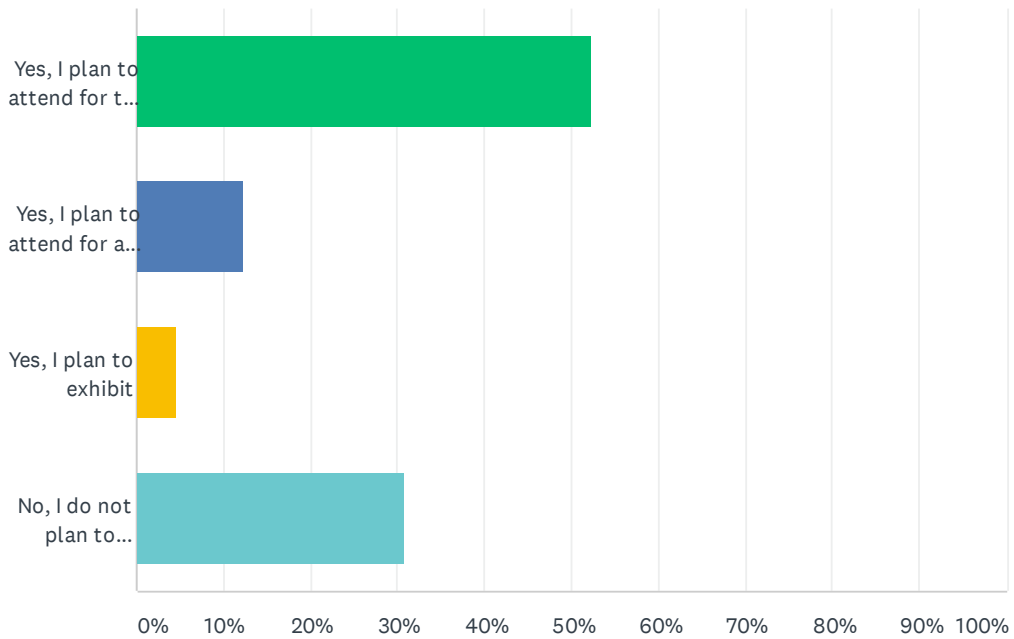
Answered: 65 Skipped: 0



ANSWER CHOICES	RESPONSES	
Very likely	41.54%	27
Likely	27.69%	18
Neither likely nor unlikely	9.23%	6
Unlikely	13.85%	9
Very unlikely	7.69%	5
TOTAL		65

Q12 Assuming safety protocols are in place, are you planning on attending Demolition New Orleans, March 4-7, 2021?

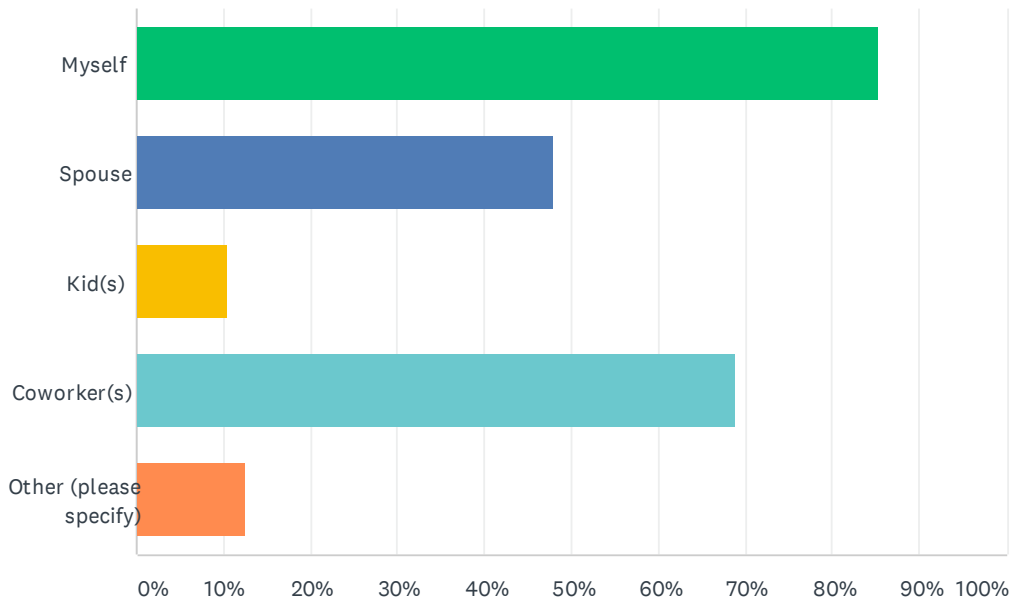
Answered: 65 Skipped: 0



ANSWER CHOICES	RESPONSES	
Yes, I plan to attend for the entirety of the event	52.31%	34
Yes, I plan to attend for a portion of the event	12.31%	8
Yes, I plan to exhibit	4.62%	3
No, I do not plan to attend/exhibit	30.77%	20
TOTAL		65

Q13 If you are planning to attend, who in your party would attend Demolition New Orleans? Check all that apply:

Answered: 48 Skipped: 17

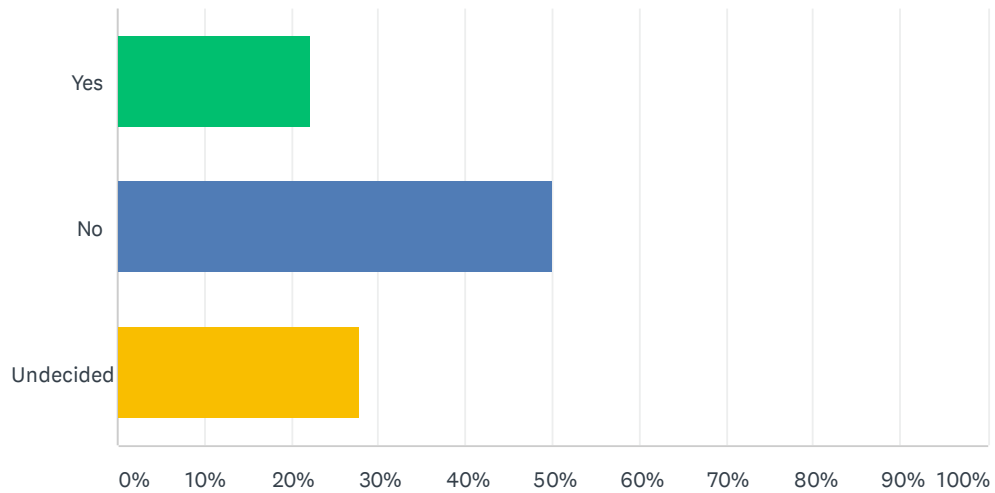


ANSWER CHOICES	RESPONSES
Myself	85.42% 41
Spouse	47.92% 23
Kid(s)	10.42% 5
Coworker(s)	68.75% 33
Other (please specify)	12.50% 6
Total Respondents: 48	

#	OTHER (PLEASE SPECIFY)	DATE
1	I hope to be able to attend.	8/13/2020 10:26 AM
2	None as answered above.	8/11/2020 11:51 AM
3	Not attending	8/11/2020 11:23 AM
4	We usually have 2 employees attending/participating at this event	8/11/2020 11:07 AM
5	Depends entirely on the status of the virus counts & vaccine(s)	7/30/2020 9:33 AM
6	All participation individual or exhibiting depends on the coronavirus situation.	7/30/2020 9:13 AM

Q14 If you are planning to exhibit at Demolition New Orleans, are you planning to also exhibit at the Live DEMOLition event?

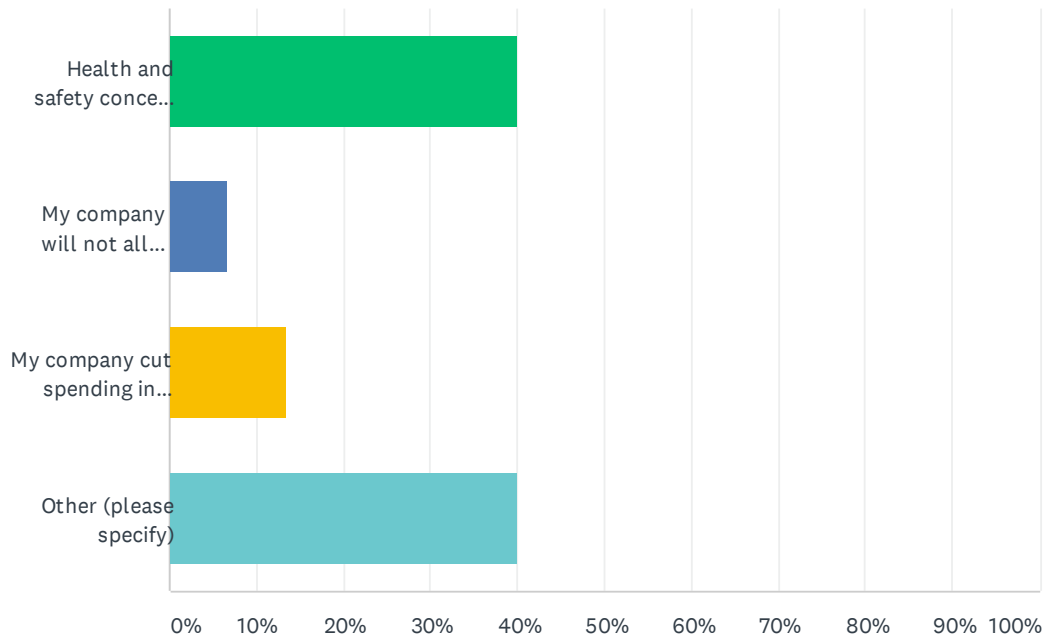
Answered: 36 Skipped: 29



ANSWER CHOICES	RESPONSES	
Yes	22.22%	8
No	50.00%	18
Undecided	27.78%	10
TOTAL		36

Q15 If you are not planning to attend Demolition New Orleans, what is your primary reason for not attending?

Answered: 30 Skipped: 35



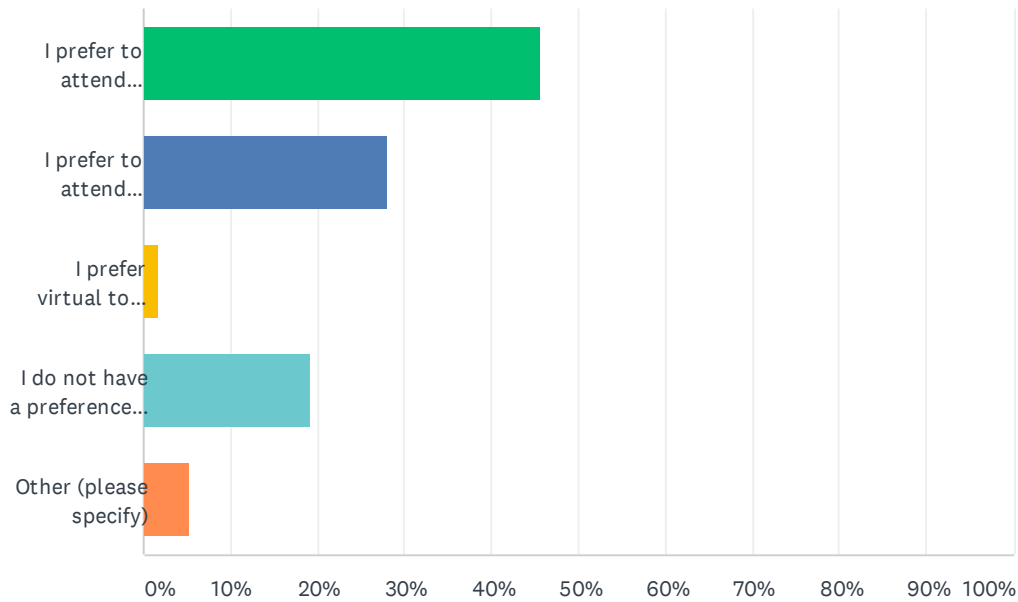
ANSWER CHOICES	RESPONSES	
Health and safety concern for myself or close family member	40.00%	12
My company will not allow me to attend for health and safety reasons	6.67%	2
My company cut spending in this area	13.33%	4
Other (please specify)	40.00%	12
TOTAL		30

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#	OTHER (PLEASE SPECIFY)	DATE
1	N/A	8/13/2020 10:26 AM
2	I will be attending	8/12/2020 3:09 PM
3	Health and safety concerns along with not liking the City chose for the event	8/11/2020 12:11 PM
4	Not a fan of NOLA	8/11/2020 11:51 AM
5	n/a	8/11/2020 11:07 AM
6	State COVID travel restrictions still evolving and changing	8/11/2020 10:01 AM
7	I can't fly until they get rid of the mask requirements & drive is too far to be worth it	8/4/2020 1:34 PM
8	We are not regular attendees	7/30/2020 10:06 AM
9	No unnecessary expenses	7/29/2020 5:37 PM
10	we have cut budgets 30-40% , been asked to cut costs for this show	7/29/2020 4:54 PM
11	N/A	7/29/2020 3:11 PM
12	location	7/29/2020 3:08 PM

Q16 As an attendee OR exhibitor, please select your preference as it relates to live vs. in-person events:

Answered: 57 Skipped: 8



ANSWER CHOICES	RESPONSES	
I prefer to attend in-person, but will participate virtually if offered the option	45.61%	26
I prefer to attend in-person, but will NOT participate virtually if offered the option	28.07%	16
I prefer virtual to in-person events	1.75%	1
I do not have a preference; It depends on the quality of the event	19.30%	11
Other (please specify)	5.26%	3
TOTAL		57

#	OTHER (PLEASE SPECIFY)	DATE
1	Please schedule live events.... they are so great!	7/30/2020 8:13 PM
2	Prefer to attend, but will participate virtually if the content and quality are good.	7/30/2020 9:33 AM
3	The only way to participate in a trade show is in-person as face-to-face is invaluable.	7/30/2020 9:13 AM

Q17 Is there anything else related to COVID-19 related to your work that you would like to share with us?

Answered: 11 Skipped: 54

#	RESPONSES	DATE
1	None I can think of.....	8/13/2020 10:26 AM
2	no	8/11/2020 11:07 AM
3	We hate virtual events, if that wasn't clear from the last question. Speaking for myself and others here, we have no interest in those, and would love to attend live events. Fear shouldn't dictate how we live our lives, when this disease may be here a long time. That's my opinion.	8/11/2020 10:18 AM
4	Not at this time.	8/11/2020 9:47 AM
5	Relief packages and efforts in Minnesota have done more to alienate & in some ways punish essential workers outside of the medical field than to help them - looking forward to restoring balance in our state government so our workers are actually represented again.	8/4/2020 1:34 PM
6	Great increase in economic uncertainty due to virus-related impacts. Slowdown in projects, slowdown in payments, funding issues, wondering about staff health and well-being	7/30/2020 10:06 AM
7	We're planning on exhibiting, but the coronavirus will make it a "game-time" decision. New Orleans has been and continues to be a "hot spot".	7/30/2020 9:13 AM
8	No	7/29/2020 5:37 PM
9	Customers and dealers are restricting "social visits" and only meeting when purchasing.	7/29/2020 4:54 PM
10	Will attend however it depends on Covid-19 situation at that time. Because company has denied travel.	7/29/2020 3:21 PM
11	no	7/29/2020 3:11 PM

Q18 What are your 3 key learnings from the COVID-19 pandemic and how will that change your business in 2020 and beyond

Answered: 31 Skipped: 34

ANSWER CHOICES	RESPONSES	
1)	100.00%	31
2)	87.10%	27
3)	83.87%	26

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#	1)	DATE
1	patience - tolerance with those who opt to not work	8/21/2020 3:25 PM
2	Maintaining good hygiene focus is something we should have been doing even before COVID - hopefully this unfortunate event helps us to main cleaner working environments (and we have less sick time).	8/13/2020 10:26 AM
3	Importance of disinfecting work areas, machines, and tools	8/12/2020 10:42 AM
4	Adjusting safety-wise was fairly easy compared to other programs.	8/11/2020 11:51 AM
5	We find Distancing and masks cut down on spread of all infectious disease	8/11/2020 11:27 AM
6	Updating technology to allow workers to work home	8/11/2020 11:23 AM
7	high level of safety for our employees, and our customers that we deal with	8/11/2020 11:07 AM
8	Cross Training of staff and Field employees	8/11/2020 10:19 AM
9	Our government lacks competent leadership at the local, state, and federal levels, which creates uncertainty that restricts business development	8/11/2020 10:18 AM
10	remote workers in inevitable.	8/11/2020 10:15 AM
11	Maintain cash for unforeseen events	8/11/2020 10:01 AM
12	Ability to work from virtually anywhere	8/11/2020 9:47 AM
13	covid numbers not accurate which is problematic for safety	8/11/2020 9:12 AM
14	Overreaction to future diseases is inevitable, currently looking into re-writing portions of handbook as preemptive measure	8/4/2020 1:34 PM
15	Ability to successfully adjust MO in a short period	7/30/2020 9:27 PM
16	We will comply with our client requirements, but nothing else.	7/30/2020 8:13 PM
17	We will have to institute a covid policy and procedure for people who are ill or have been exposed since this is not going away anytime soon	7/30/2020 10:57 AM
18	be prepared to work remotely at anytime	7/30/2020 10:20 AM
19	Contingency planning is critical	7/30/2020 9:33 AM
20	We should have been more aware of social distancing in the past.	7/30/2020 9:13 AM
21	The reaction was and has continued to be over done.	7/29/2020 6:29 PM
22	cold calls and social visiting will be restricted- travel only when necessary	7/29/2020 4:54 PM
23	Using Zoom for internal meetings.	7/29/2020 4:51 PM
24	Adapt and say "yes"	7/29/2020 4:41 PM
25	Have a game plan in place for future	7/29/2020 4:24 PM
26	the state can and will shut you down when they want	7/29/2020 3:45 PM
27	Cash reserves	7/29/2020 3:39 PM
28	How we communicate with customers	7/29/2020 3:21 PM
29	plan for hotels that have kitchenettes if staying where food is limited	7/29/2020 3:18 PM
30	better company sanitation (cleaning etc..)	7/29/2020 3:15 PM
31	Evaluation of backlog	7/29/2020 3:09 PM

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#	2)	DATE
1	flexibility - allowing remote work	8/21/2020 3:25 PM
2	We got out early with our detailed Pandemic Plan of attack and actually helped us to garner business earlier than most - in one case, we were the first contractor allowed back on-site once they saw our Pandemic Plan. So being proactive in our procedures and training should be a focus we stay on top of - not just for COVID.	8/13/2020 10:26 AM
3	Social distancing	8/12/2020 10:42 AM
4	The opinions on how to handle the pandemic is vastly different.	8/11/2020 11:51 AM
5	when necessary everyone came together to make it work	8/11/2020 11:27 AM
6	safe distancing and spreading out lunch trailers	8/11/2020 11:23 AM
7	working closer with our customers, adjusting to their needs	8/11/2020 11:07 AM
8	Seeing the fear and stupidity all around us makes us hesitant to invest or grow our business	8/11/2020 10:18 AM
9	Working through virtual meetins works	8/11/2020 10:15 AM
10	Top performing employees will adjust and excel in tough environments	8/11/2020 10:01 AM
11	Need to secure backlog for all future years	8/11/2020 9:47 AM
12	ability of a virus to be used as a political weapon damaging to planning	8/11/2020 9:12 AM
13	Over compensation for unemployment from government created hiring hardships for emergency work, expanding unique employee benefits to reward those who kept working with us instead of trying to work the system	8/4/2020 1:34 PM
14	there are tasks that can be performed remotely and performed well	7/30/2020 10:57 AM
15	ability to communicate using multiple technologies	7/30/2020 10:20 AM
16	The general public does not respect H&S established protocols, which will lead to higher incident rates	7/30/2020 9:33 AM
17	Trade shows will have to be managed differently.	7/30/2020 9:13 AM
18	The communist and socialist leaning factions of the left need to be voted out.	7/29/2020 6:29 PM
19	having to develop better video training and presentations	7/29/2020 4:54 PM
20	Attending alot of project meetings virtually	7/29/2020 4:51 PM
21	Retain liquidity	7/29/2020 4:41 PM
22	Consider laying off employees id needed	7/29/2020 4:24 PM
23	don't over extend credit	7/29/2020 3:45 PM
24	Employee management	7/29/2020 3:39 PM
25	Protective equipment worn	7/29/2020 3:21 PM
26	airport travel has changed again and will likely evolve over time	7/29/2020 3:18 PM
27	Remote work in the office setting microsoft 365 benifits	7/29/2020 3:15 PM

NDA COVID-19 Member Questionnaire - July 2020

#	3)	DATE
1	that this isn't going away and will likely be the new norm	8/21/2020 3:25 PM
2	We have proven we can function well working remotely. This was a great test of our ability to continue head-office functionality.	8/13/2020 10:26 AM
3	Applying these principles during flu season to avoid more illness	8/12/2020 10:42 AM
4	Proper hygiene will remain emphasized and social distancing will bring opportunities for technology and specialized equipment.	8/11/2020 11:51 AM
5	I think we are all a better team because of covid-19	8/11/2020 11:27 AM
6	mandatory hand washing	8/11/2020 11:23 AM
7	more forecasting for planning purposes	8/11/2020 11:07 AM
8	We will continue to be cautious in our spending, due to the first two points	8/11/2020 10:18 AM
9	This will happen again.	8/11/2020 10:15 AM
10	Sensitivity to future pandemics	8/11/2020 9:47 AM
11	will be more aware of crews personal safety	8/11/2020 9:12 AM
12	Attempting to communicate & prepare for slow down that could occur this fall or winter if/when the clean-up work bubble bursts, so allowing for current employees to get overtime/banked hours to keep union benefits if work slows down substantially instead of hiring from pool that wants to return to work after \$600 unemployment benefit is reduced	8/4/2020 1:34 PM
13	breaking down employees into smaller groups for safety meetings and training while more time consuming and costly do seem to be more beneficial to the employees	7/30/2020 10:57 AM
14	need to communicate on a regular basis	7/30/2020 10:20 AM
15	Keep dry powder- at the end of the day, having cash will be the oxygen for many businesses ability to sustain.	7/30/2020 9:33 AM
16	Airlines, car rental, busses and hotels need to be more upfront on sanitizing to arrest our fears.	7/30/2020 9:13 AM
17	Wash your hands, don't sneeze on me, turn off the TV and get off my lawn!	7/29/2020 6:29 PM
18	lunch and dinner meetings, golf etc not happening so difficult spending time building relationships	7/29/2020 4:54 PM
19	Doing more work paperless	7/29/2020 4:51 PM
20	Find new opportunities and revenue streams as markets constrict	7/29/2020 4:41 PM
21	Stay stocked with safety items	7/29/2020 4:24 PM
22	expand services	7/29/2020 3:45 PM
23	Crippling anxiety	7/29/2020 3:39 PM
24	Not as much face to face meetings etc.	7/29/2020 3:21 PM
25	one can never plan for everything!	7/29/2020 3:18 PM
26	Zoom meetings	7/29/2020 3:15 PM