## **BUSINESS REOPENING POST COVID-19**



\*BASED ON SURVEY RESULTS FROM JULY 2020

### **BUSINESSES ARE SEEKING THE 4 C'S**

1. CASH

BUSINESS OWNERS NEED TO BE ABLE TO TAKE CARE OF EXPENSES WHILE PAYING THEMSELVES & THEIR EMPLOYEES 2. CUSTOMERS

CUSTOMERS ARE THE LIFEBLOOD OF EVERY BUSINESS. WITHOUT THEM, A BUSINESS CAN NOT SEE GROWTH OR PROF-ITS. 3. CONFIDENCE

BUSINESSES ARE SEARCHING FOR ASSURANCE THAT BETTER DAYS ARE AHEAD AND OUR ECONOMY WILL RECOVER.

4. COMMUNICATIONS

IN ORDER TO PLAN FOR THE FUTURE, BUSINESSES NEED CLEAR AND CONCISE INFORMATION TO HELP THEM MAKE SOUND DECISIONS.

#### **KEY FINDINGS**



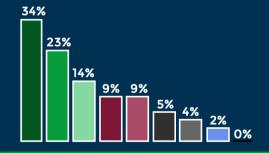


32%

50% Are planning capital expenditures.

Say economic outlook over next 6 months will be flat (return to normal)

# AS YOU BEGIN TO REOPEN YOUR BUSINESS, WHAT WILL BE YOUR BIGGEST CHALLENGE IN RETURING TO BUSINESS AS USUAL.



Cash flow

Other

Putting safety protocols in place

Competing with unemployment

Retaining customers

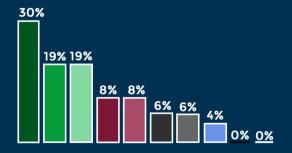
Availability of vendors/supply chain

Bringing back employees

Other employee concerns (childcare/transportation)

Availability of PPE

## IF YOU COULD IDENTIFY YOUR MOST CHALLENGING ISSUE, WHAT WOULD IT BE?



Government regulations

Other

Poor sales

Cost of Labor

Decreased population

Quality of labor

Minimum wage increase

Taxes

Unemployment insurance

Workers compensation

## WHAT IS YOUR BUSINESS OUTLOOK FOR 2021?

67% Maintain current business.
25% Expand your business.
Close your business.

Sell you business.

3%

ARE YOU AGAINST OR IN FAVOR OF THE PROPOSED AMENDMENT TO THE 1970 ILLINOIS CONSTITUTION (PROGRESSIVE INCOME TAX)



→ 86%



→ 14%