

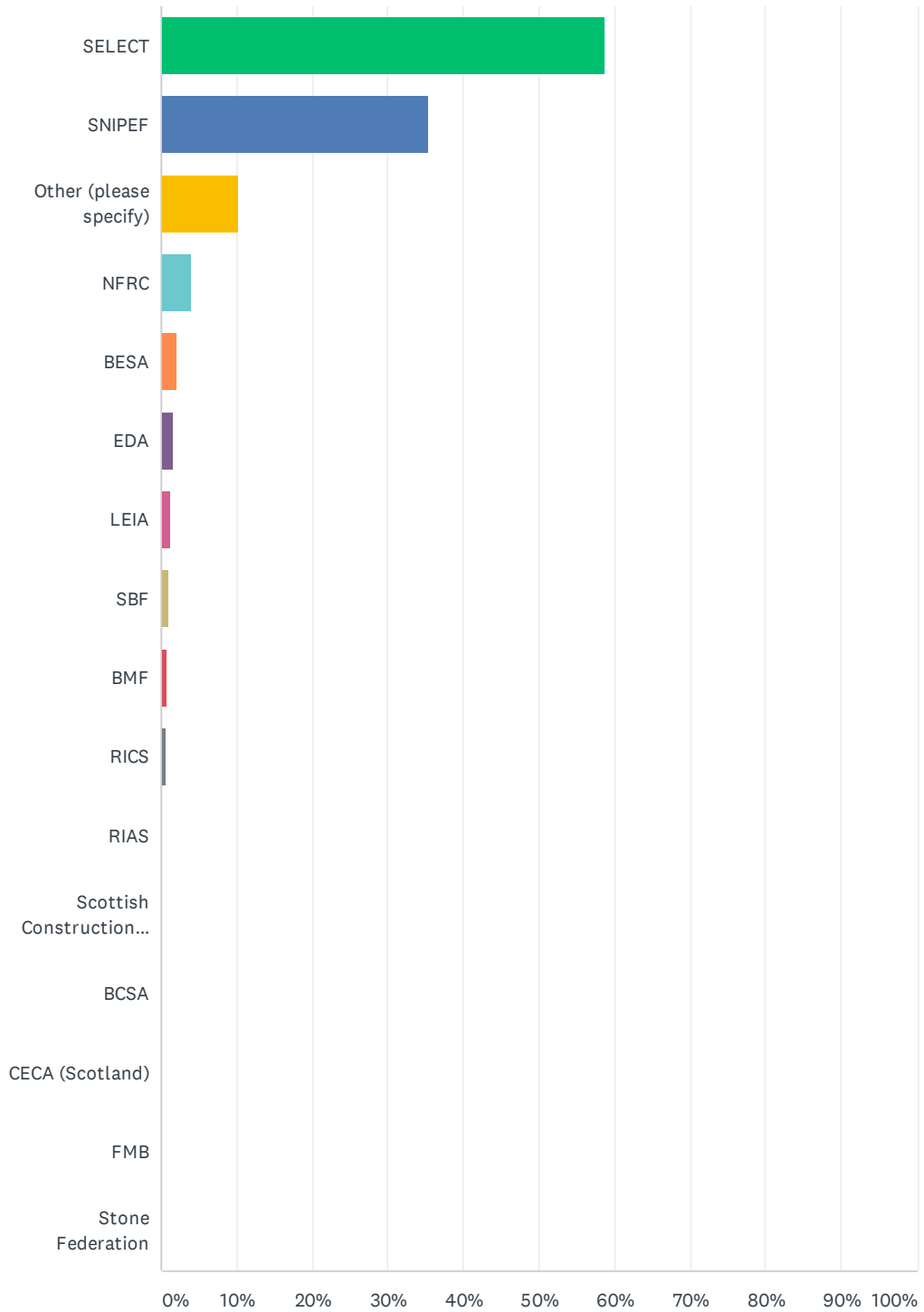
Q1 Contact Details

Answered: 377 Skipped: 10

ANSWER CHOICES	RESPONSES	
Name	100.00%	377
Company Name	98.94%	373
Address	0.00%	0
Address 2	0.00%	0
City/Town	99.73%	376
State/Province	0.00%	0
ZIP/Postal Code	0.00%	0
Country	0.00%	0
Email Address	99.47%	375
Phone Number	0.00%	0

Q2 Which organisations are you a member of? Tick all that apply.

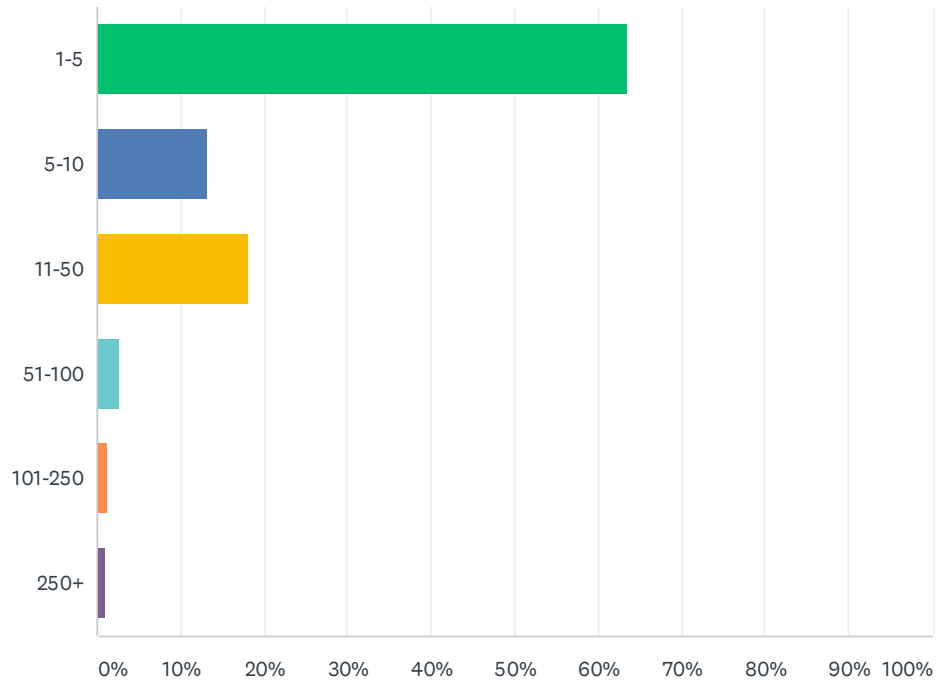
Answered: 371 Skipped: 16



ANSWER CHOICES	RESPONSES	
SELECT	58.76%	218
SNIPEF	35.31%	131
Other (please specify)	10.24%	38
NFRC	4.04%	15
BESA	2.16%	8
EDA	1.62%	6
LEIA	1.35%	5
SBF	1.08%	4
BMF	0.81%	3
RICS	0.54%	2
RIAS	0.27%	1
Scottish Construction Forum	0.27%	1
BCSA	0.00%	0
CECA (Scotland)	0.00%	0
FMB	0.00%	0
Stone Federation	0.00%	0
Total Respondents: 371		

Q3 How many employees does your business employ in Scotland?

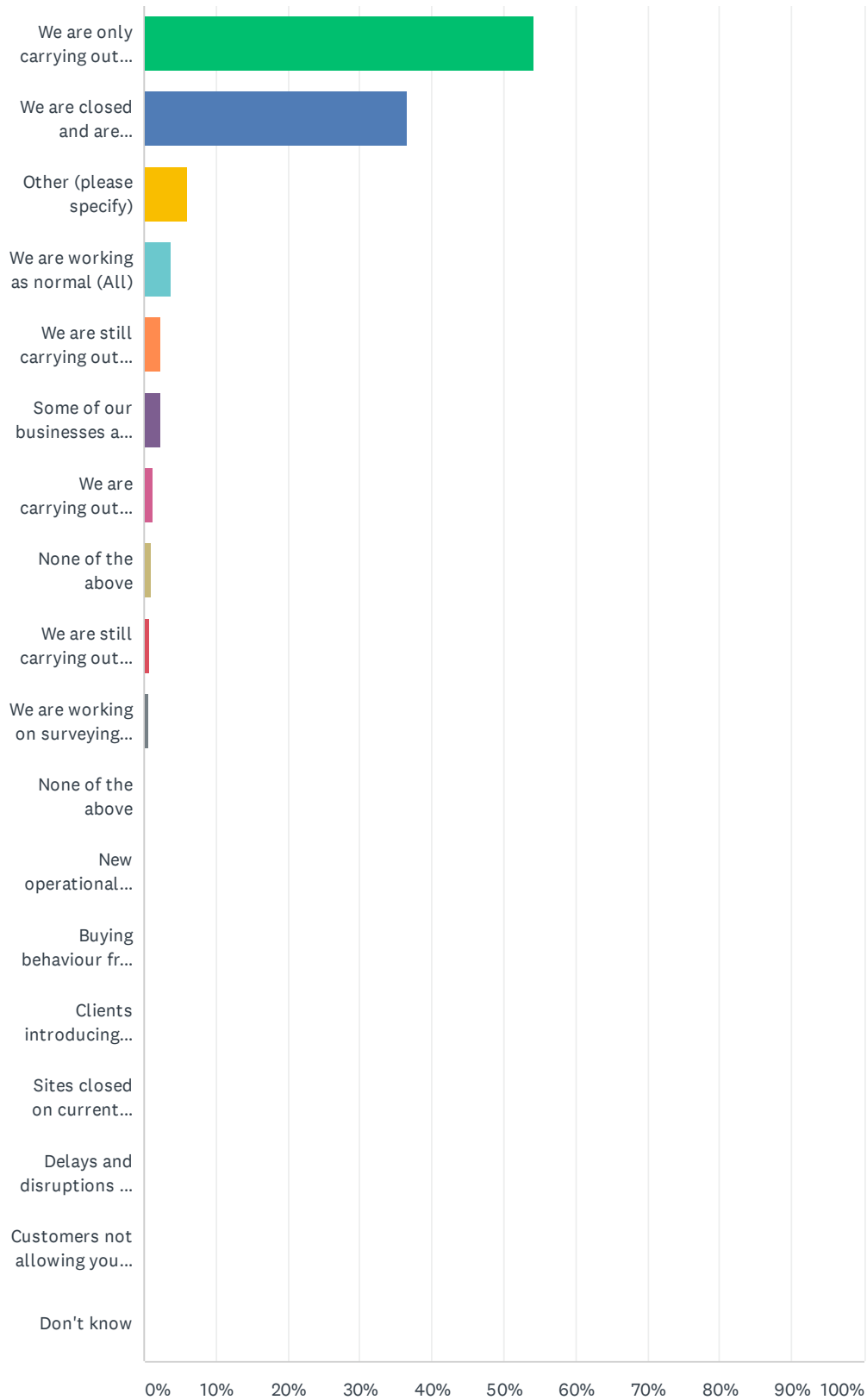
Answered: 373 Skipped: 14



ANSWER CHOICES	RESPONSES	
1-5	63.54%	237
5-10	13.14%	49
11-50	18.23%	68
51-100	2.68%	10
101-250	1.34%	5
250+	1.07%	4
TOTAL		373

Q4 How has your business been directly impacted as a result of the coronavirus crisis? Tick all that apply

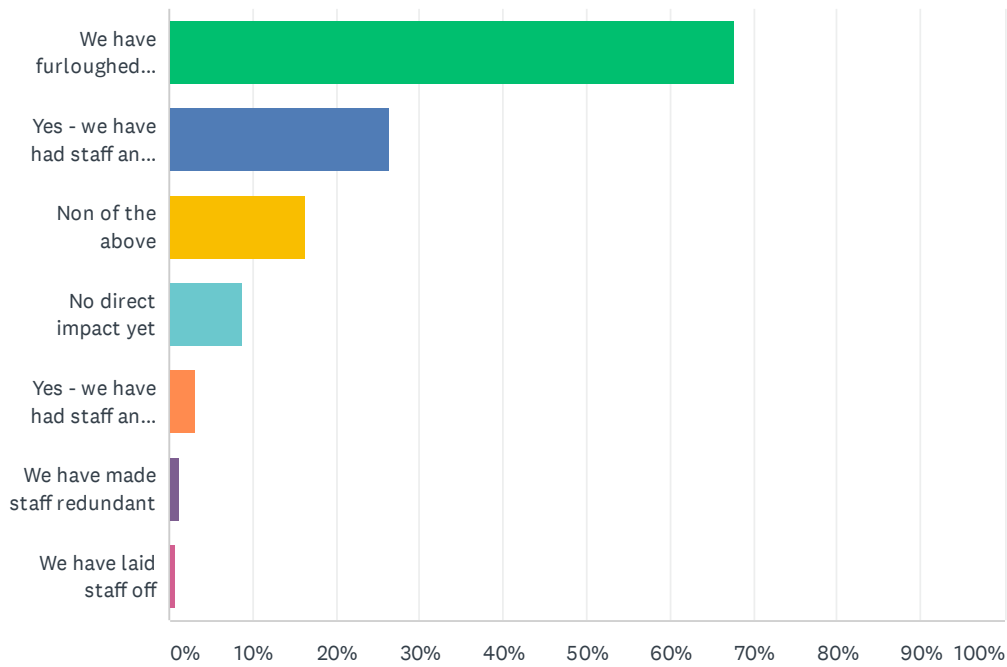
Answered: 375 Skipped: 12



ANSWER CHOICES	RESPONSES	
We are only carrying out emergency repairs or maintenance (Contractors)	54.13%	203
We are closed and are carrying out no work whatsoever (All)	36.53%	137
Other (please specify)	6.13%	23
We are working as normal (All)	3.73%	14
We are still carrying out some design work for current projects (Architects)	2.40%	9
Some of our businesses are still trading (Wholesalers/Merchants)	2.40%	9
We are carrying out design work for future projects (Architects)	1.33%	5
None of the above	1.07%	4
We are still carrying out some surveying services for current projects (Quantity Surevyors)	0.80%	3
We are working on surveying services for future projects (Quantity Surveyors)	0.53%	2
None of the above	0.27%	1
New operational requirements from clients (e.g. making new requirements on you or requesting contingency plans)	0.00%	0
Buying behaviour from clients (e.g. customers cutting back or delaying decisions on work required)	0.00%	0
Clients introducing stringent risk mitigation policies (e.g. buyers restricting access to sites / facilities)	0.00%	0
Sites closed on current projects	0.00%	0
Delays and disruptions to future projects	0.00%	0
Customers not allowing you into their homes	0.00%	0
Don't know	0.00%	0
Total Respondents: 375		

Q5 What impact has COVID-19 crisis had on your staff? Tick all that apply

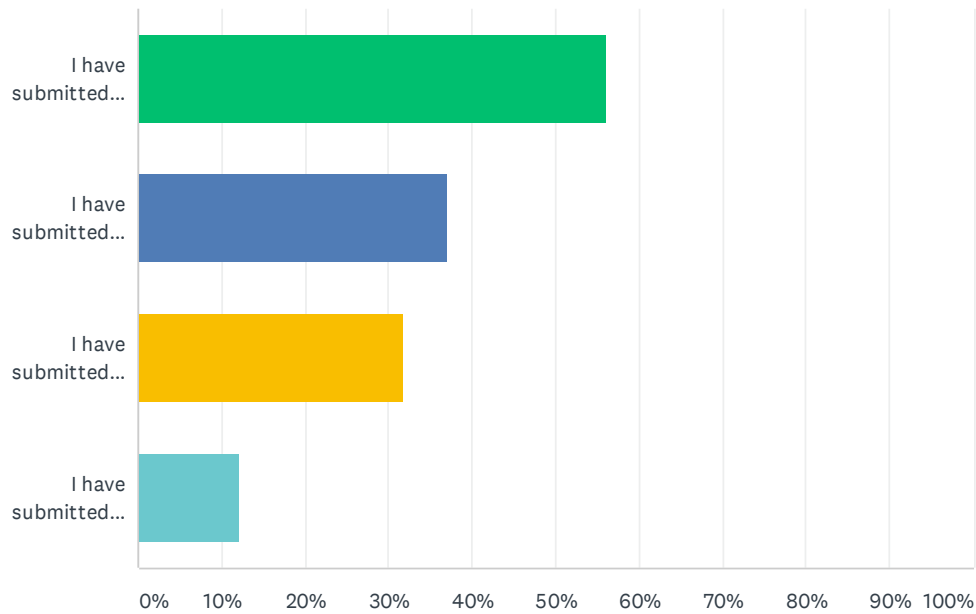
Answered: 341 Skipped: 46



ANSWER CHOICES	RESPONSES	
We have furloughed staff	67.74%	231
Yes - we have had staff and subcontractors who have been advised/chosen to self-isolate	26.39%	90
Non of the above	16.42%	56
No direct impact yet	8.80%	30
Yes - we have had staff and subcontractors who are understood to have the virus	3.23%	11
We have made staff redundant	1.17%	4
We have laid staff off	0.88%	3
Total Respondents: 341		

Q6 What payment issues have you faced from Public sector clients (Councils, NHS etc) Tick all that apply

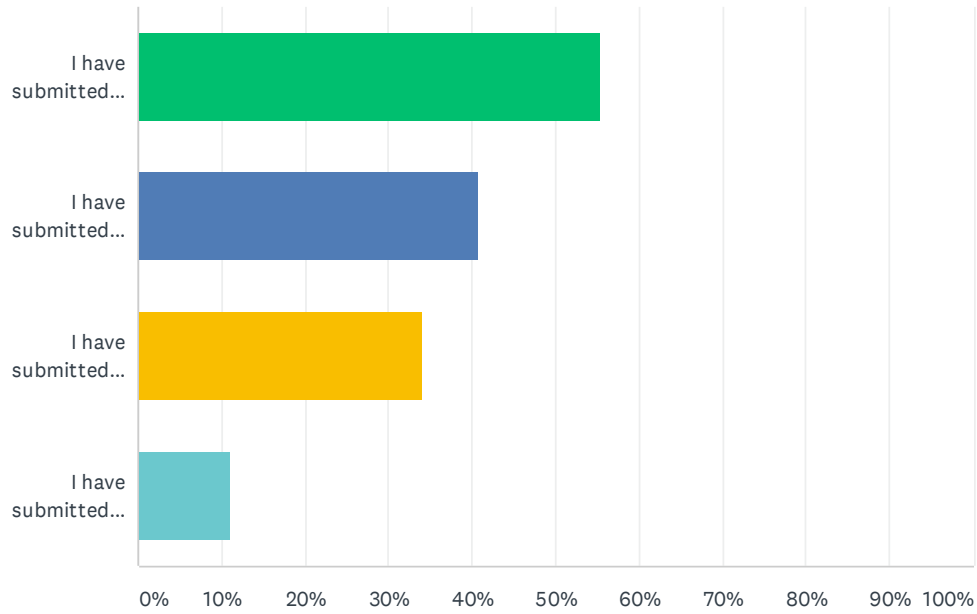
Answered: 205 Skipped: 182



ANSWER CHOICES	RESPONSES	
I have submitted invoices which are due and have not yet been paid (direct contact)	56.10%	115
I have submitted invoices which are due and have been paid on time and in full (direct contact)	37.07%	76
I have submitted invoices which are due and have not yet been paid (via main contractor)	31.71%	65
I have submitted invoices which are due and have been paid on time and in full (via main contractor)	12.20%	25
Total Respondents: 205		

Q7 What payment issues have you faced from Private sector clients?

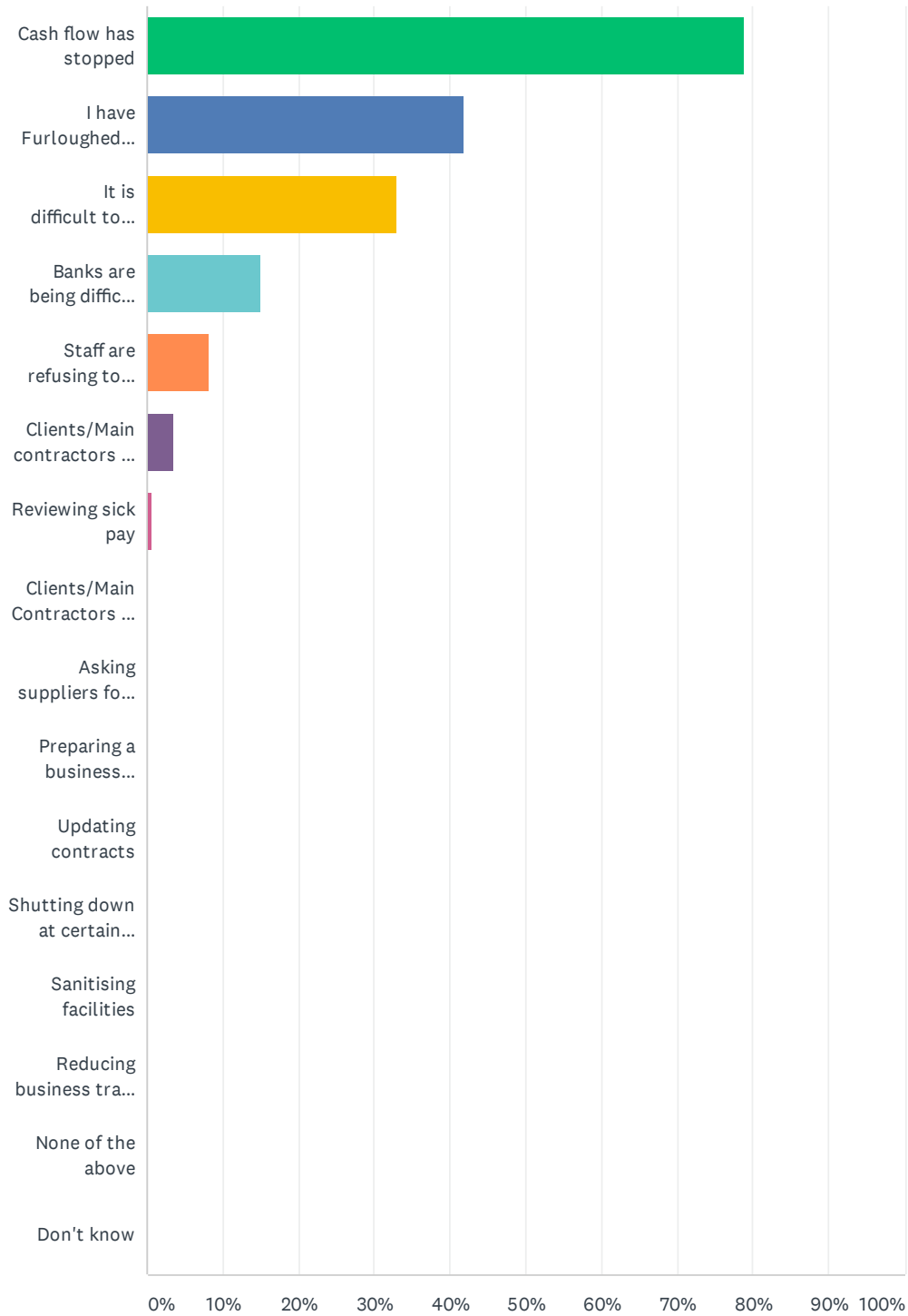
Answered: 323 Skipped: 64



ANSWER CHOICES	RESPONSES	
I have submitted invoices which are due and have not yet been paid (direct contract)	55.42%	179
I have submitted invoices which are due and have been paid on time in full (direct contract)	40.87%	132
I have submitted invoices which are due and which have not yet been paid (via main contractor)	34.06%	110
I have submitted invoices which are due and have been paid on time and in full (via main contractor)	11.15%	36
Total Respondents: 323		

Q8 What particular issues are your business facing? Tick all that apply

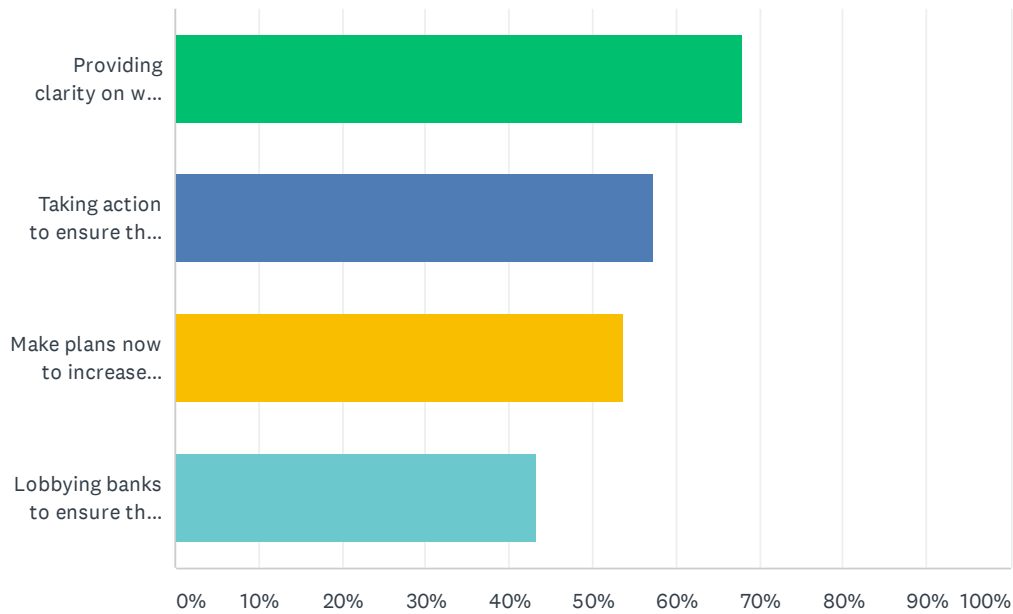
Answered: 332 Skipped: 55



ANSWER CHOICES	RESPONSES
Cash flow has stopped	78.92% 262
I have Furloughed staff but I may need to call them back if certain sites re-start or emergency/maintenance work increases and the curent rules dont allow this	41.87% 139
It is difficult to source appropriate materials	33.13% 110
Banks are being difficult about Business Interruption Loans	15.06% 50
Staff are refusing to work on any site (Domestic or Commercial)	8.13% 27
Clients/Main contractors are forcing you to re-start work on sites	3.61% 12
Reviewing sick pay	0.60% 2
Clients/Main Contractors are threatening to make contractual claims against your business	0.30% 1
Asking suppliers for contingency plans	0.00% 0
Preparing a business contingency plan	0.00% 0
Updating contracts	0.00% 0
Shutting down at certain premises or sites	0.00% 0
Sanitising facilities	0.00% 0
Reducing business travel / meetings / events / visitors	0.00% 0
None of the above	0.00% 0
Don't know	0.00% 0
Total Respondents: 332	

Q9 What actions would you like to see Scottish government take? Tick all that apply

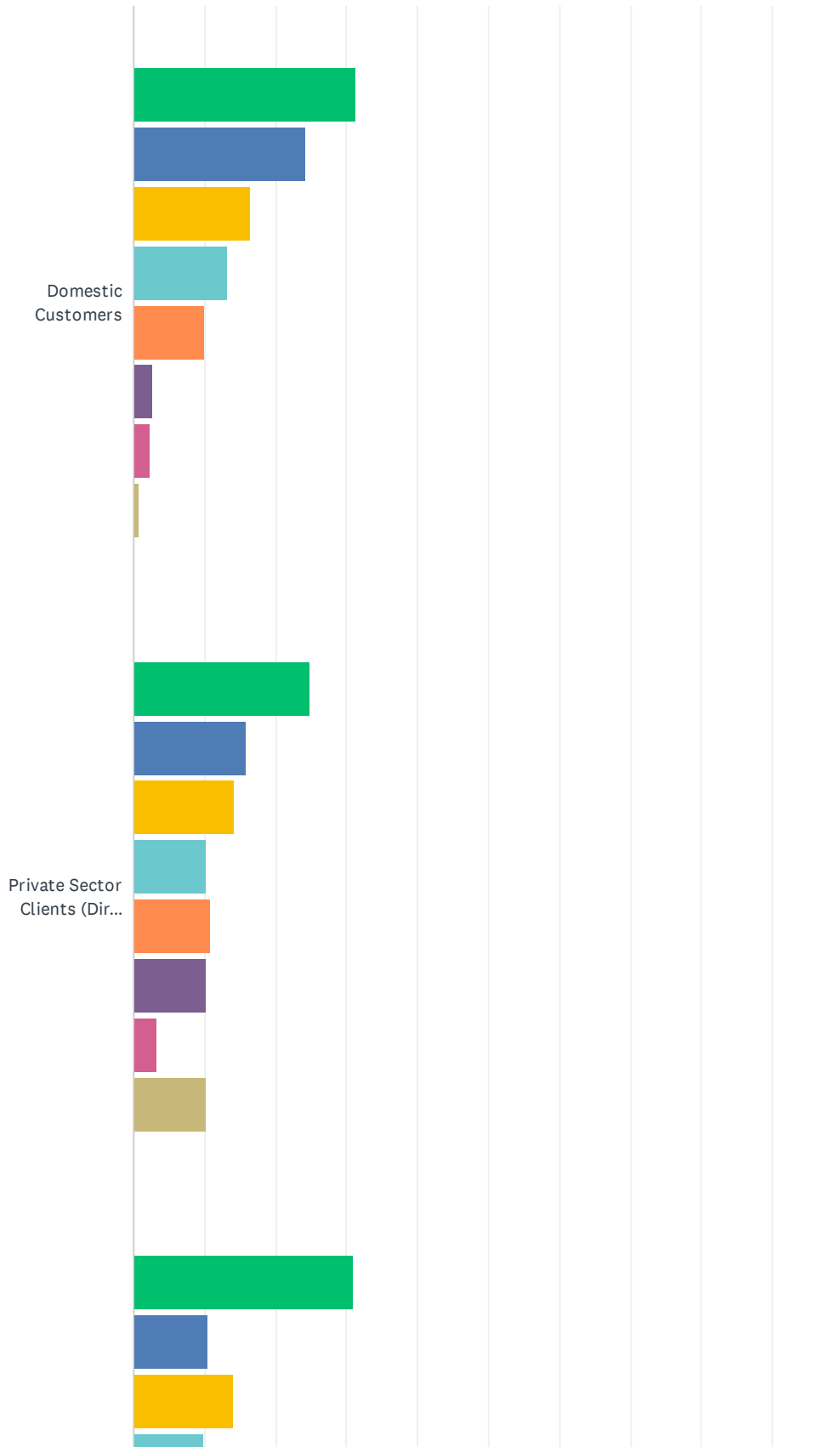
Answered: 331 Skipped: 56

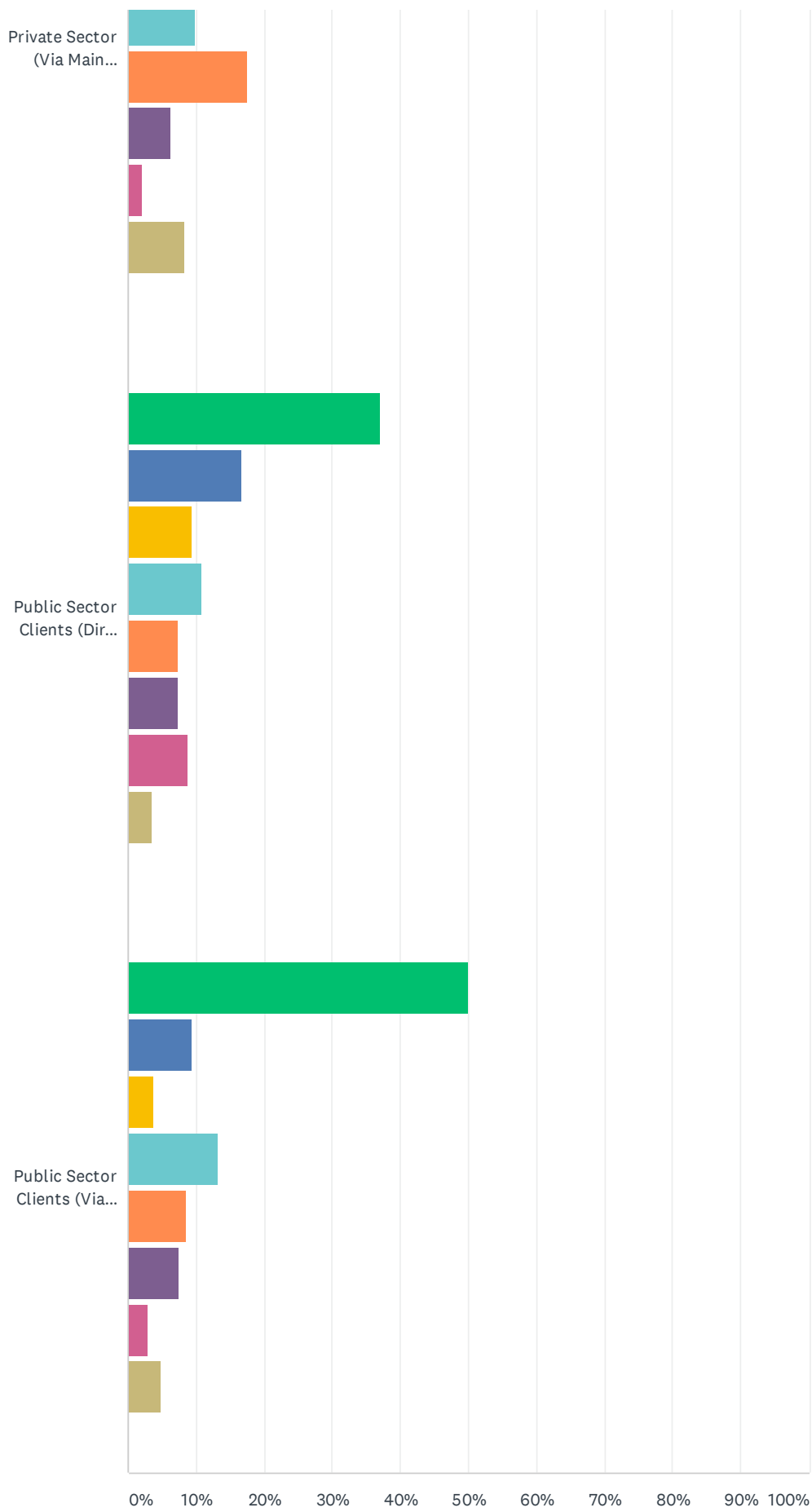


ANSWER CHOICES	RESPONSES	
Providing clarity on what types of construction work can be undertaken	67.98%	225
Taking action to ensure that cash flow continues from clients and main contractors	57.40%	190
Make plans now to increase spending on future work to ensure survival of the industry	53.78%	178
Lobbying banks to ensure that Business Interruption Loans are accessible	43.20%	143
Total Respondents: 331		

Q10 Approximately how much money are you due from clients?

Answered: 332 Skipped: 55







	£0 - £2000	£2000 - £5000	£5000 - £10,000	£10,000 - £20,000	£20,000 - £50,000	£50,000 - £100,000	£100,000 - £250,000	£250,000 +	TOTAL RESPONDENTS
Domestic Customers	31.46% 84	24.34% 65	16.48% 44	13.11% 35	10.11% 27	2.62% 7	2.25% 6	0.75% 2	26
Private Sector Clients (Direct contract)	25.00% 44	15.91% 28	14.20% 25	10.23% 18	10.80% 19	10.23% 18	3.41% 6	10.23% 18	17
Private Sector (Via Main Contractor)	30.99% 44	10.56% 15	14.08% 20	9.86% 14	17.61% 25	6.34% 9	2.11% 3	8.45% 12	14
Public Sector Clients (Direct contract)	36.96% 51	16.67% 23	9.42% 13	10.87% 15	7.25% 10	7.25% 10	8.70% 12	3.62% 5	13
Public Sector Clients (Via Main Contractor)	50.00% 53	9.43% 10	3.77% 4	13.21% 14	8.49% 9	7.55% 8	2.83% 3	4.72% 5	10

Q11 Are there any other issues you would like to raise?

Answered: 130 Skipped: 257