

EL PASO  **COUNTY**
COLORADO

EPC2 PULSE 2

385

Total Responses

385 Completed Responses

0 Partial Responses

483

Survey Visits

Respondent Variables

RV1

Email address

Answered: 385 Skipped: 0

Q1

Business Name

Answered: 385 Skipped: 0

Q2

Application Number

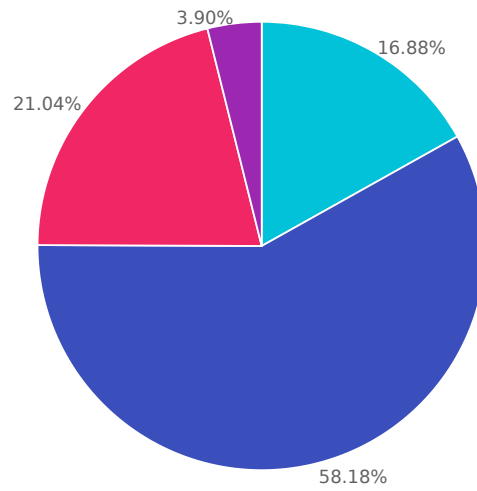
Answered: 385 Skipped: 0

On behalf of everyone in El Paso County we are grateful for our small business and nonprofits. In order to continue to find monetary and other means of support for our community's small businesses and nonprofits, we need your help answering a few simple questions.

Q3

Over the last 90 days how would you characterize the state of your business?

Answered: 385 Skipped: 0



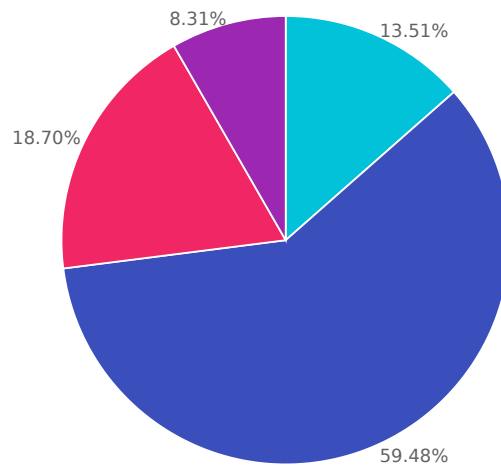
- Thriving
- Getting By
- Struggling
- Failing

Choices	Response percent	Response count
Thriving	16.88%	65
Getting By	58.18%	224
Struggling	21.04%	81
Failing	3.90%	15

Q4

Over the last 90 days how would you describe the situation related to your employees/staff?

Answered: 385 Skipped: 0



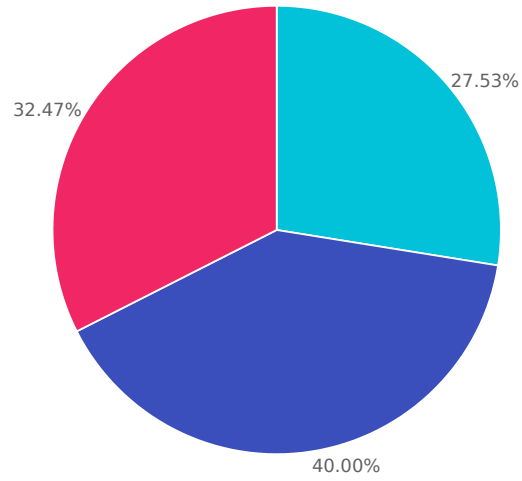
- Increased Staff/Employees
- No Change
- Decreased Staff/Employees
- N/A - Sole proprietor

Choices	Response percent	Response count
Increased Staff/Employees	13.51%	52
No Change	59.48%	229
Decreased Staff/Employees	18.70%	72
N/A - Sole proprietor	8.31%	32

Q5

Over the last 90 days how would you describe your business revenues?

Answered: 385 Skipped: 0



● Grew

● Stayed the same

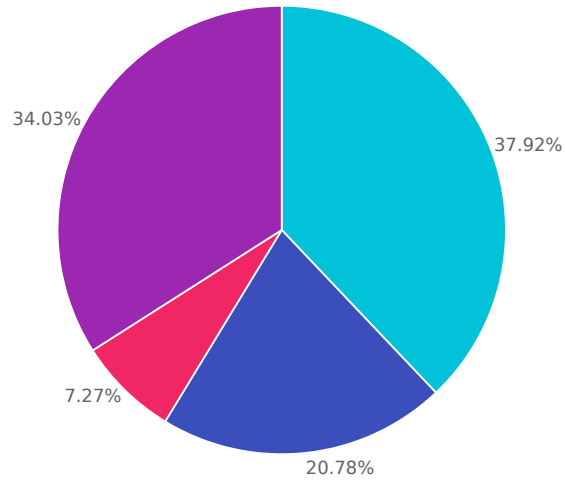
● Decreased

Choices	Response percent	Response count
Grew	27.53%	106
Stayed the same	40.00%	154
Decreased	32.47%	125

Q6

In the last 90 days how has your overall credit card debt changed for your business?

Answered: 385 Skipped: 0



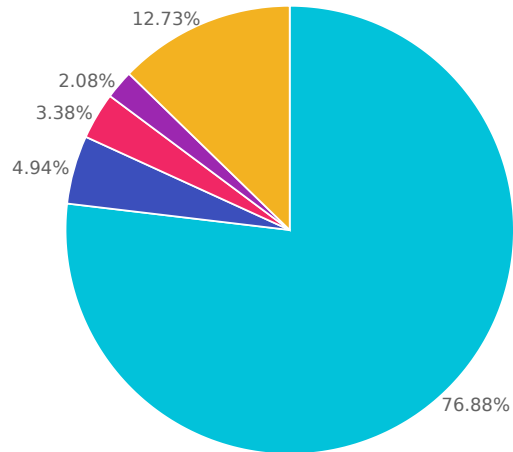
- No change
- Increased
- Decreased
- N/A - no credit card debt

Choices	Response percent	Response count
No change	37.92%	146
Increased	20.78%	80
Decreased	7.27%	28
N/A - no credit card debt	34.03%	131

Q7

What is your current situation related to business rent/lease/mortgage payments?

Answered: 385 Skipped: 0



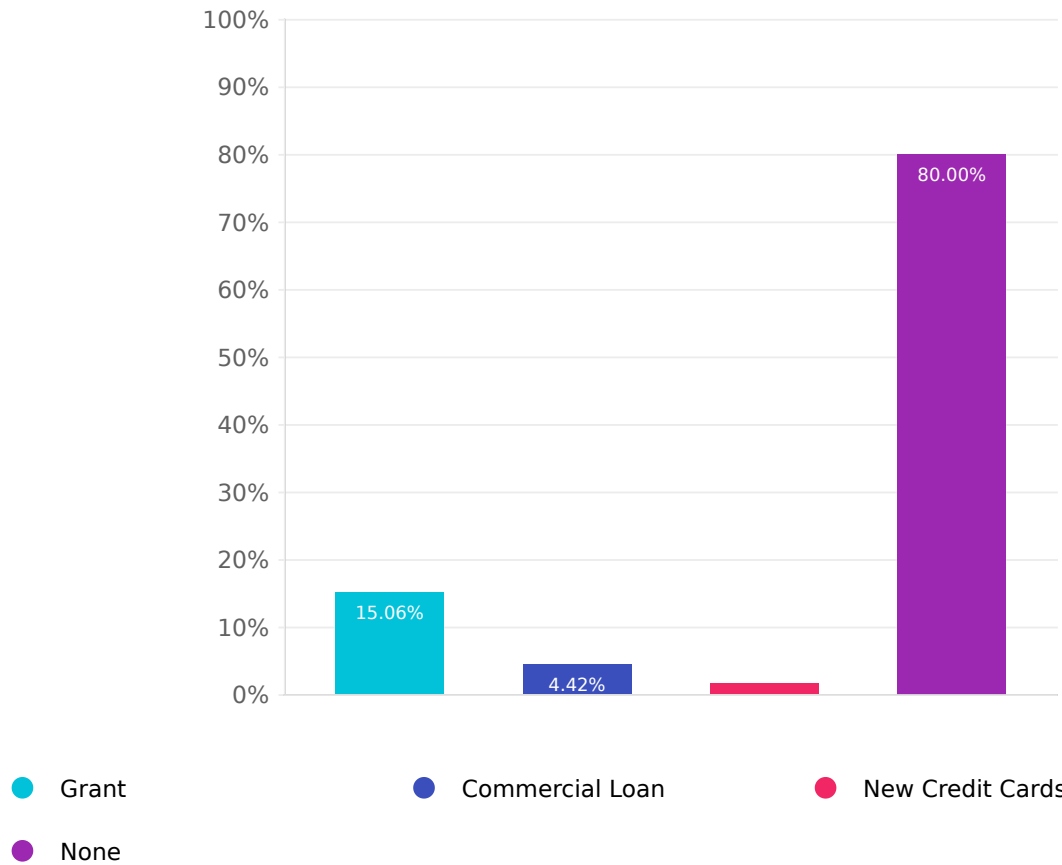
- Current
- Behind 1 Month
- Behind 2 to 3 Months
- Behind 3+ months
- Not applicable

Choices	Response percent	Response count
Current	76.88%	296
Behind 1 Month	4.94%	19
Behind 2 to 3 Months	3.38%	13
Behind 3+ months	2.08%	8
Not applicable	12.73%	49

Q8

In the last 90 days have you accessed any of the following types of NEW capital?

Answered: 385 Skipped: 0

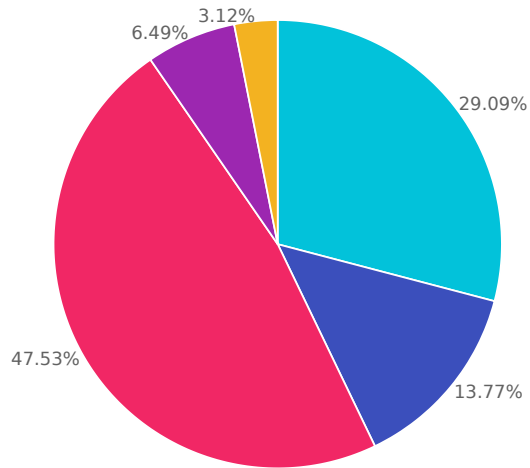


Choices	Response percent	Response count
Grant	15.06%	58
Commercial Loan	4.42%	17
New Credit Cards	1.56%	6
None	80.00%	308

Q9

Given the current state of your business and COVID-19 how do you feel about your business prospects for the next 90 days ?

Answered: 385 Skipped: 0

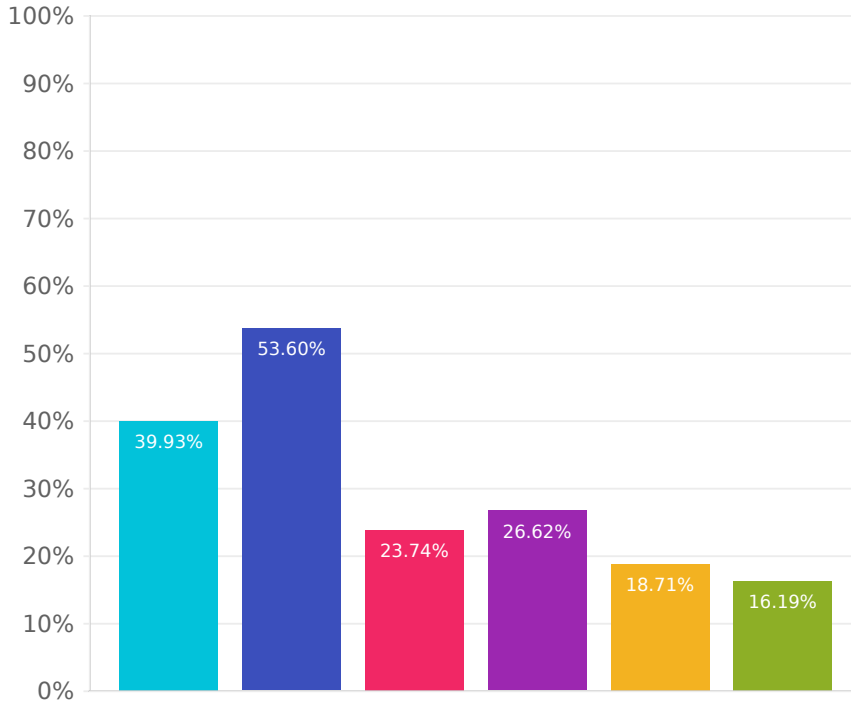


- Uncertain
- Strongly positive
- Positive
- Negative
- Strongly negative

Choices	Response percent	Response count
Uncertain	29.09%	112
Strongly positive	13.77%	53
Positive	47.53%	183
Negative	6.49%	25
Strongly negative	3.12%	12

What other type of **business support services** would assist you in recovering from the economic disruption caused by the COVID-19 pandemic? (Optional)

Answered: 278 Skipped: 107



● Financial (i.e. Developing Financial Plans; Tax Planning; Bookkeeping; Quickbooks; Budget Projections; etc...)

● Marketing (i.e. Developing Marketing Plans; Market Research; Online Marketing Strategy; Social Media 101; Sales Strategies; Search Engine Optimization (SEO); Optimizing a Business Website, etc...)

● Management/Legal (i.e. Hiring Employees; Proactive Legal Considerations; Intellectual Property 101; Building a Business to Sell; Employee or Independent Contractor —classifying your workers; Contracts & Procurement; Business Insurance)

● Workforce Development (i.e. recruiting/retaining employees; training programs, etc...)

● HR/Employees Assistance Services (i.e. competitive wage and incentive programs, mental health resources, health benefits, connecting employees with support services like childcare and other individual/family support services)

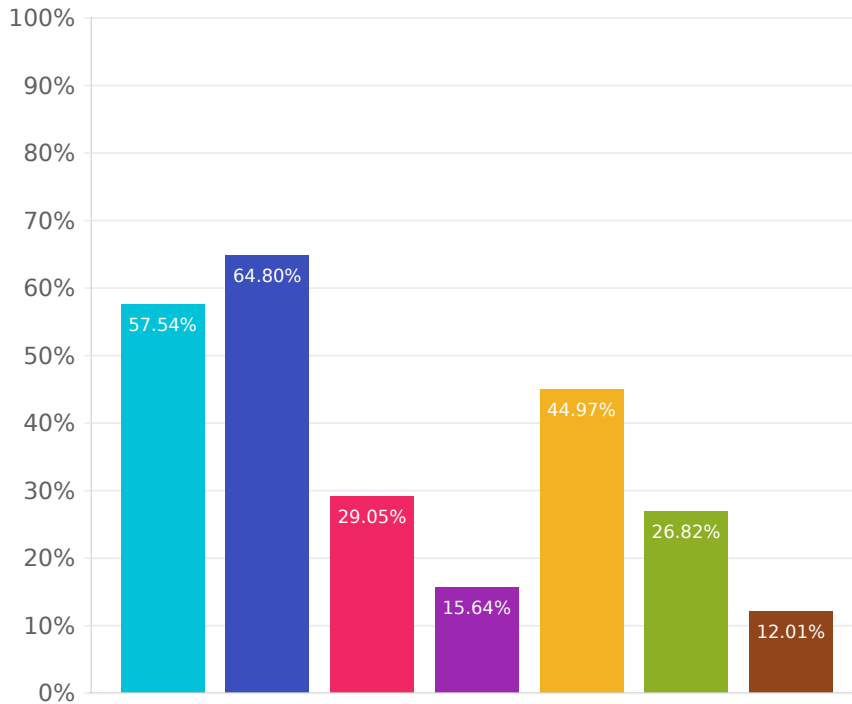
● Other (Please explain)

Choices	Response percent	Response count
Financial (i.e. Developing Financial Plans; Tax Planning; Bookkeeping; Quickbooks; Budget Projections; etc...)	39.93%	111
Marketing (i.e. Developing Marketing Plans; Market Research; Online Marketing Strategy; Social Media 101; Sales Strategies; Search Engine Optimization (SEO); Optimizing a Business Website, etc...)	53.60%	149
Management/Legal (i.e. Hiring Employees; Proactive Legal Considerations; Intellectual Property 101; Building a Business to Sell; Employee or Independent Contractor—classifying your workers; Contracts & Procurement; Business Insurance)	23.74%	66
Workforce Development (i.e. recruiting/retaining employees; training programs, etc...)	26.62%	74
HR/Employees Assistance Services (i.e. competitive wage and incentive programs, mental health resources, health benefits, connecting employees with support services like childcare and other individual/family support services)	18.71%	52
Other (Please explain)	16.19%	45

Q11

If you had access to additional grant capital aimed at assisting with recovery from COVID-19 impacts, what needs would you apply that grant capital to:

Answered: 358 Skipped: 27



● Rent/Mortgage/Utility Payments

● Employee Payroll

● Accounts Payable (from past increased business expenses due to COVID-19)

● Personal Protective Equipment

● Marketing Costs to Assist With Recovery

● Workforce Recruitment (Advertising Campaigns, Signing Bonuses, etc...)

● Other (Please explain)

Choices	Response percent	Response count
Rent/Mortgage/Utility Payments	57.54%	206
Employee Payroll	64.80%	232
Accounts Payable (from past increased business expenses due to COVID-19)	29.05%	104
Personal Protective Equipment	15.64%	56
Marketing Costs to Assist With Recovery	44.97%	161
Workforce Recruitment (Advertising Campaigns, Signing Bonuses, etc...)	26.82%	96
Other (Please explain)	12.01%	43
