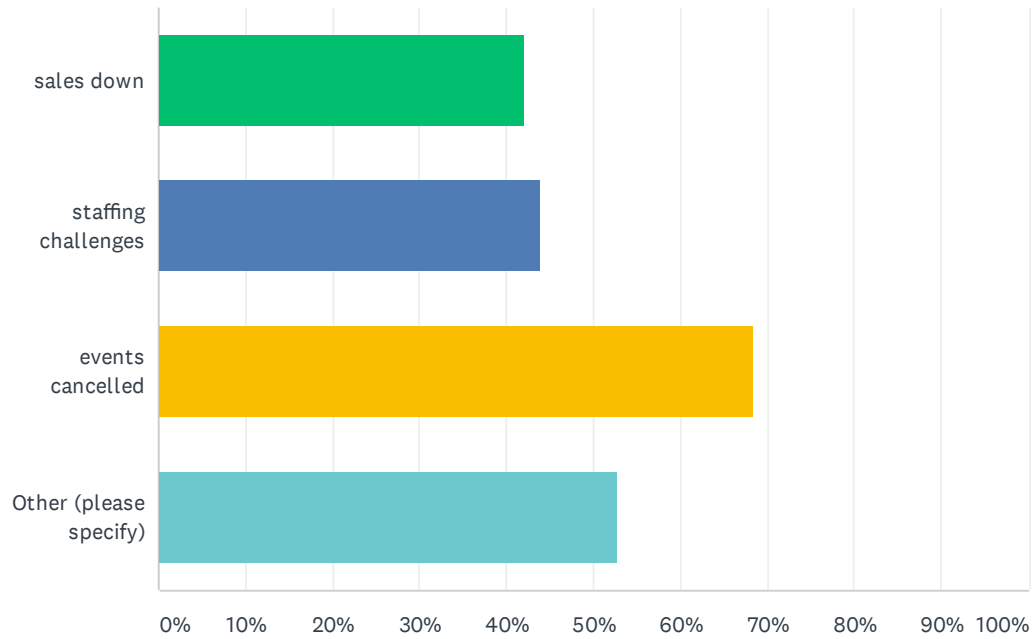


Q1 How has your business been impacted by COVID-19?

Answered: 57 Skipped: 0



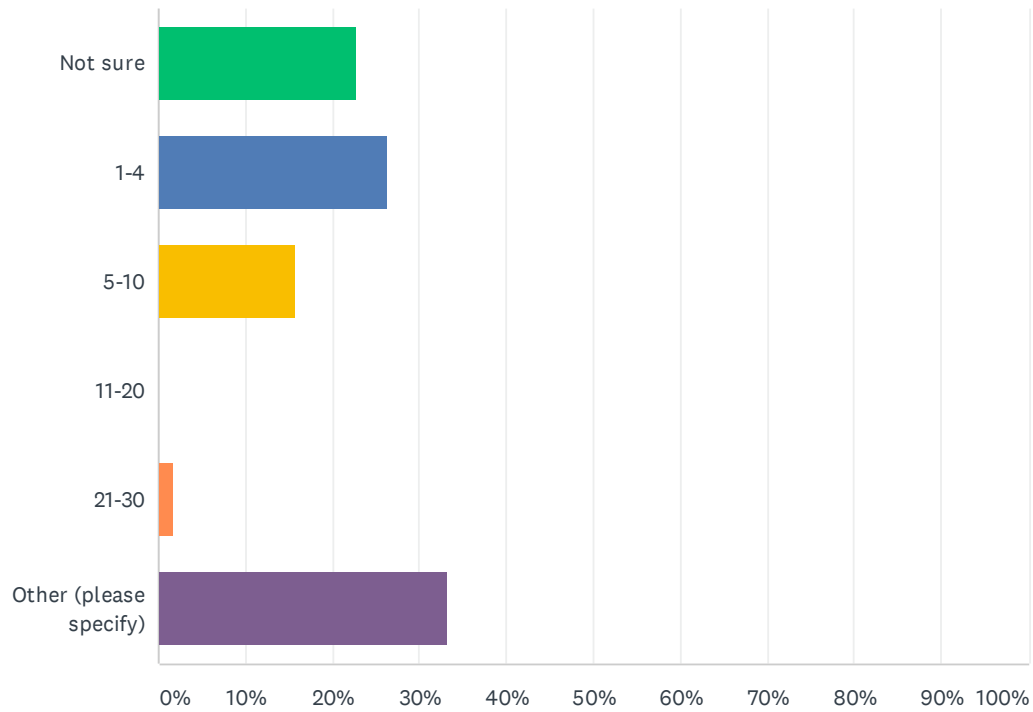
ANSWER CHOICES	RESPONSES	
sales down	42.11%	24
staffing challenges	43.86%	25
events cancelled	68.42%	39
Other (please specify)	52.63%	30
Total Respondents: 57		

#	OTHER (PLEASE SPECIFY)	DATE
1	Uncertainty around even essential projects (eg. affordable housing) being able to proceed, construction material, labor, liability and staffing working on essential projects, whether to retain some staff longer as safety net programs available get clarified by gov't, etc. Lots of uncertainty!	3/23/2020 11:36 AM
2	workplace closed	3/21/2020 10:28 AM
3	Managing a distributed office working from home.	3/20/2020 5:58 PM
4	3 clients put projects on hold	3/20/2020 5:33 PM
5	Unproductive due to anxiety and uncertainty	3/20/2020 1:54 PM
6	work from home challenges w kids at home also	3/20/2020 1:32 PM
7	No immediate effect.	3/20/2020 1:24 PM
8	Tools and computer systems at home are not the same as my office	3/20/2020 10:56 AM
9	generally slowing up on projects due to heightened concerns over health and financial well being	3/20/2020 10:47 AM
10	We work as teams together benefiting our client. Virtual face to face is not the same, but the adjustment is easier than I expected.	3/20/2020 10:35 AM
11	Projects in limbo; GCs / subs halting work	3/20/2020 9:51 AM
12	Some Projects "on hold" while clients deal with their own problems.	3/20/2020 9:23 AM
13	slow payments	3/19/2020 5:21 PM
14	Projects put on hold.	3/19/2020 8:43 AM
15	Small commercial development postponed site development work. Their major tenants are restaurants which are all closed and their major tenant appears to have halted tenant improvements until things change. No more paper drawings for clients. A supplier is closed thru April 7 so no materials to be delivered until then, so construction delays due to unforeseen circumstances.	3/18/2020 11:06 AM
16	Working from my home office instead of a workstation in a shared office.	3/18/2020 9:40 AM
17	Construction employees are all laid off since we are not allowed to work on site	3/18/2020 9:25 AM
18	Scheduling delays soon to affect projected income.	3/17/2020 8:45 PM
19	local planning & building departments closed altogether or for in person submittals drawing reproduction / scanning shop is closed	3/17/2020 8:07 PM
20	5 out of 6 of our projects were cancelled or put on hold. Our revenue stream is pretty much gone.	3/17/2020 6:47 PM
21	Contracts about to sign have canceled due to stock market crash. Networking events ceased which is my main source of business.	3/17/2020 4:15 PM
22	Community Planning review interrupted	3/17/2020 3:37 PM
23	Was already working from home. now have to care for two children while trying to work, since schools are closed.	3/17/2020 1:36 PM
24	Lost billable hours spent setting up additional and secure work-from-home capabilities, the high cost of sufficiently fast and symmetrical internet connections (i.e. the cost of a 200mbps/200mbps connection for our small office of five will be > \$900/mo), the cost of additional subscriptions (TeamViewer, conference calling and virtual meeting software).	3/17/2020 1:23 PM
25	showroom closed	3/17/2020 1:21 PM
26	general slow down, but in some areas, clients are at home and have more time to respond to requests for information	3/17/2020 1:11 PM
27	New client meetings & other needed but not essential meetings CANCELED = loss\$	3/17/2020 1:06 PM
28	Major effort required to get 40 persons working remotely. Now the managerial issues are loss of productivity, inter-team communications, etc.	3/17/2020 1:05 PM

29	Not able to submit drawing packages for plancheck Dealing w/ contractors and their crews and their interpretations of the ordinance (No single family home remodels and new houses are not "Essential Services" ...)	3/17/2020 12:58 PM
30	More time on line for conference calls!	3/17/2020 12:56 PM

Q2 How many weeks can your business stay closed before it must furlough or lay off workers?

Answered: 57 Skipped: 0

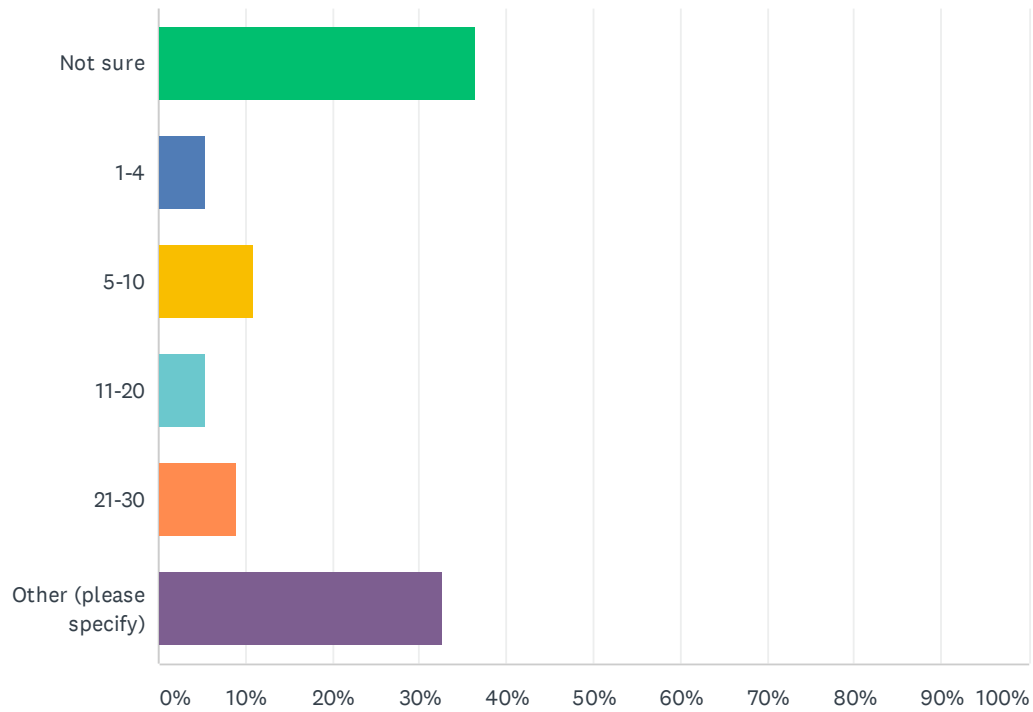


ANSWER CHOICES	RESPONSES	
Not sure	22.81%	13
1-4	26.32%	15
5-10	15.79%	9
11-20	0.00%	0
21-30	1.75%	1
Other (please specify)	33.33%	19
TOTAL		57

#	OTHER (PLEASE SPECIFY)	DATE
1	We are on WFH so the office isn't truly closed.	3/23/2020 2:26 PM
2	sole practitioner, so not applicable	3/20/2020 1:54 PM
3	no employees	3/20/2020 1:38 PM
4	We aren't closed. No staffing impact yet.	3/20/2020 1:32 PM
5	1 person firm. Resilient.	3/20/2020 1:24 PM
6	Since in a Sole Practitioner, every day with the restrictions hurts business since not only I but, my clients are limited by the shelter in place restrictions!	3/20/2020 1:07 PM
7	we are all very autonomous. we should not see any drop in workload.	3/20/2020 10:35 AM
8	I'm a solo practitioner with one hourly employee working a small # of hours, so staffing is not an issue	3/20/2020 9:51 AM
9	None. We're fully staffed remotely and can collaborate digitally and by video conferencing.	3/18/2020 11:06 AM
10	Not applicable	3/18/2020 9:40 AM
11	self employed	3/17/2020 9:41 PM
12	Home/office; no closure planned.	3/17/2020 8:45 PM
13	We are not closed	3/17/2020 1:37 PM
14	I am self employed with no employees.	3/17/2020 1:36 PM
15	sole proprietor	3/17/2020 1:11 PM
16	I don't have employees	3/17/2020 1:09 PM
17	I'm self / just me	3/17/2020 1:06 PM
18	Too soon to know. Working remotely, not closed. Issue is timeliness of receivables, issues with PTO/sick time, lost productivity, potential for projects stopping.	3/17/2020 1:05 PM
19	We're having staff work from their homes so we could last a while doing it this way but its a problem in terms of plancheck submittals and actual construction progress	3/17/2020 12:58 PM

Q3 How many weeks can your business stay closed before it must close permanently?

Answered: 55 Skipped: 2



ANSWER CHOICES	RESPONSES	
Not sure	36.36%	20
1-4	5.45%	3
5-10	10.91%	6
11-20	5.45%	3
21-30	9.09%	5
Other (please specify)	32.73%	18
TOTAL		55

#	OTHER (PLEASE SPECIFY)	DATE
1	We are on WFH so the office isn't truly closed.	3/23/2020 2:26 PM
2	We are trying to figure out what "closed" means as we work remotely. If further restrictions were placed on how we work, it might close us further and change the timeline...	3/23/2020 11:36 AM
3	We won't "stay closed". If nothing else, principal will keep working solo from home.	3/20/2020 5:43 PM
4	single practitioner: will see	3/20/2020 1:38 PM
5	Not relevant. We aren't closed	3/20/2020 1:32 PM
6	Business does not close.	3/20/2020 1:24 PM
7	we are not closed, just working remotely will need to be reassessed in a few weeks. Maybe we don't need an office.	3/20/2020 10:35 AM
8	Unknown. I probably have funds on hand to continue at a greatly reduced level of revenue for 6+ months. If the crisis lasts longer than that, may have to look for other sources of revenue (contract work, etc.)	3/20/2020 9:51 AM
9	Interesting question. We still have work. Hard part is for a small practice is meetings and networking has been shut down so little business development is happening so pipeline is shrinking for 3 to 6 months out.	3/18/2020 11:06 AM
10	Not Applicable	3/18/2020 9:40 AM
11	18 months	3/17/2020 9:41 PM
12	We are not closing	3/17/2020 1:37 PM
13	we are working remotely	3/17/2020 1:21 PM
14	not our main source of income	3/17/2020 1:11 PM
15	It's my only income / no savings	3/17/2020 1:06 PM
16	Reasonably sure we'd adapt and keep going in some form.	3/17/2020 1:05 PM
17	Too soon to know. Working remotely, not closed. Issue is timeliness of receivables, issues with PTO/sick time, lost productivity, potential for projects stopping.	3/17/2020 1:05 PM
18	same answer as #2	3/17/2020 12:58 PM

Q4 Please describe the financial impact of Corona Virus on you organization to date.

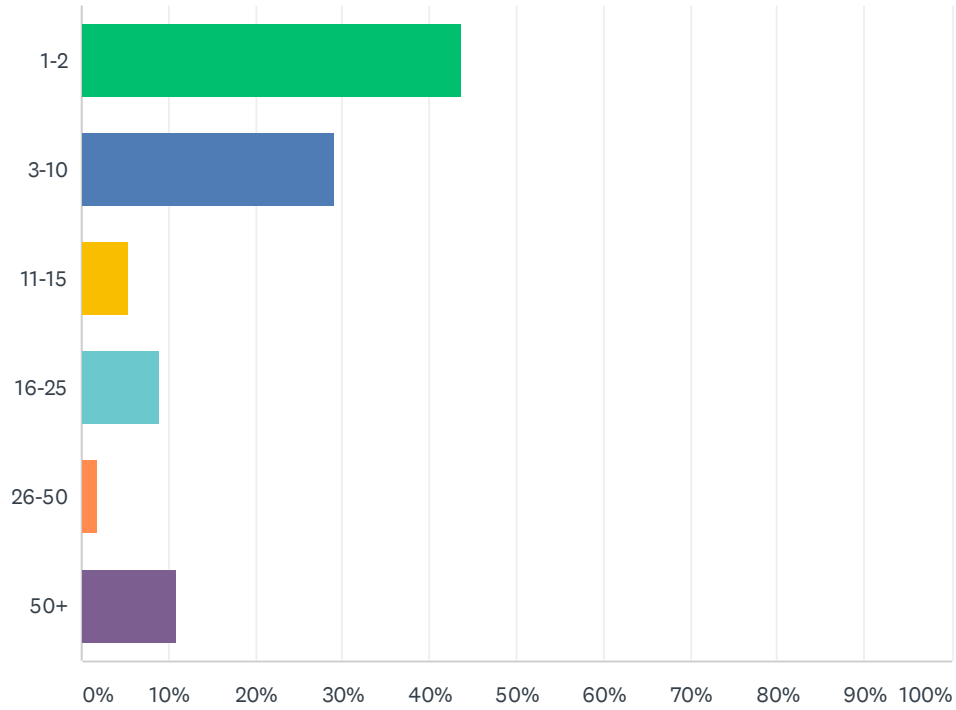
Answered: 49 Skipped: 8

#	RESPONSES	DATE
1	unknown	3/23/2020 2:26 PM
2	Numerous unbillable hours spent on setting up IT for remote work for all staff, on-going IT challenges, staff being unable to work on billable work until IT got sorted, etc.	3/23/2020 11:36 AM
3	We are not sure yet. We are in the midst of a growth cycle and imagine that will go down.	3/22/2020 12:58 PM
4	contracts delayed	3/21/2020 10:28 AM
5	Some clients have decided to withdraw their applications/effort to prepare to submit to cities. Essentially have decided to end their contract until further notice	3/20/2020 10:42 PM
6	No impact. Our clients seem to be moving forward with projects and are anticipating opportunities to emerge as the economy worsens.	3/20/2020 5:58 PM
7	Time lost setting up for remote work and figuring out what to do.	3/20/2020 5:43 PM
8	Contract losses between \$25,000 and \$75,000	3/20/2020 5:33 PM
9	I'm an architectural photographer. My work is non-essential, so I'm not billing for photo shoots while we're in Stay at Home mode. The result is my cash flow will take a real hit.	3/20/2020 4:25 PM
10	income the first month will be reduced by 50%, income the following months will likely be reduced by 75-90%	3/20/2020 3:32 PM
11	Some projects have stopped due to shelter in place of clients or other factors. Project proposals in development have also been hampered. Revenue has dropped new lows.	3/20/2020 1:54 PM
12	Clients not paying	3/20/2020 1:38 PM
13	We are paying staff full time, even if they are unable to work normal hours. We can't sustain this for too long, eventually we will need to cut their hours.	3/20/2020 1:32 PM
14	Not significant.	3/20/2020 1:24 PM
15	(sic, might want to edit the YOU to read YOUR) It's very difficult to reach clients and collect on invoices.	3/20/2020 1:07 PM
16	Cash flow and in particular rent.	3/20/2020 10:56 AM
17	Unknown - we just went into "shelter in place" in Napa County on March 20th through April 7th. All my staff is currently working from home and I as managing partner will be manning the office to respond to projects in construction deemed "essential". We are a firm of 9 - 2 Licensed Architects, 1 Certified Interior Designer, 2 AIT, 1 IDIT, 2-CAD Techs, 1-BIM Tech	3/20/2020 10:47 AM
18	Not known at this time	3/20/2020 10:35 AM
19	Major impact. Team is vulnerable to forlough	3/20/2020 10:15 AM
20	None at this early date.	3/20/2020 9:51 AM
21	Clients have placed projects on hold. Payments for services are delayed	3/20/2020 9:46 AM
22	Salary employees are working remotely at about 50% efficiency, yet we're pay them 100% of their salary. At the same time, all construction projects are stopped, reducing our work load, and 50% of work on other projects may] be delayed for months.	3/20/2020 9:35 AM
23	Unclear whether outstanding invoices will be paid.	3/20/2020 9:32 AM
24	Collecting fees from clients not staffing their admin is the biggest problem.	3/20/2020 9:23 AM
25	potential clients pulled back from accepting contracts, existing clients slowed payments, public spending tightened so less opportunities.	3/19/2020 5:21 PM
26	remote working, project slowdown, uncertainty	3/19/2020 10:29 AM
27	One client appears to have postponed there project until things turn around.	3/18/2020 11:06 AM
28	Slowing processing of permit submittal and bidding.	3/18/2020 9:40 AM
29	Incredible financial stress may be fatal unless we get some help	3/18/2020 9:25 AM

30	0	3/17/2020 9:41 PM
31	Time spent on emailing clients and municipal closures / research instead of moving projects forward.	3/17/2020 8:45 PM
32	negative impact is unknown to date	3/17/2020 8:07 PM
33	It's just my wife and I here, but our salaries are cut down to 20%. We hope the economy bounces back, but our company might not make it through.	3/17/2020 6:47 PM
34	I imagine billings will be halved or disappear completely.	3/17/2020 4:15 PM
35	All projects on hold pending client's assessment of financial strength.	3/17/2020 3:37 PM
36	\$200,000 In remote work preparation and transition. Hardware, software and reduced utilization.	3/17/2020 2:06 PM
37	Reduced capacity and staff to work on projects. Our work is performed as an hourly service, so any decrease in staff availability has a direct impact of the financial ability for the firm to continue operation. Additionally, as contractors cease to work, our construction consulting services are virtually eliminated. Those employees are suddenly out of work.	3/17/2020 1:52 PM
38	Potential loss of projects and new opportunities	3/17/2020 1:39 PM
39	50% productivity reduction.	3/17/2020 1:36 PM
40	Lost billable hours spent setting up additional and secure work-from-home capabilities, the high cost of sufficiently fast and symmetrical internet connections (i.e. the cost of a 200mbps/200mbps connection for our small office of five will be > \$900/mo), the cost of additional subscriptions (TeamViewer, conference calling and virtual meeting software).	3/17/2020 1:23 PM
41	we can't deliver or have items picked as much because all bigger projects have come to a halt	3/17/2020 1:21 PM
42	no new business	3/17/2020 1:19 PM
43	none	3/17/2020 1:11 PM
44	None	3/17/2020 1:09 PM
45	Bought some equipment to keep people functional at home; have lost some efficiency by not being here together, but getting by.	3/17/2020 1:05 PM
46	see above	3/17/2020 1:05 PM
47	Clients concerned and projects uncertain. Work at home for employees challenging and in a short time frame to sort out.	3/17/2020 1:02 PM
48	Unknown.... We're pretty sure we will lose some jobs if the stock market doesn't rebound.	3/17/2020 12:58 PM
49	We don't know if our invoices will be addressed in a timely manner.	3/17/2020 12:56 PM

Q5 How many full-time employees does your business employ?

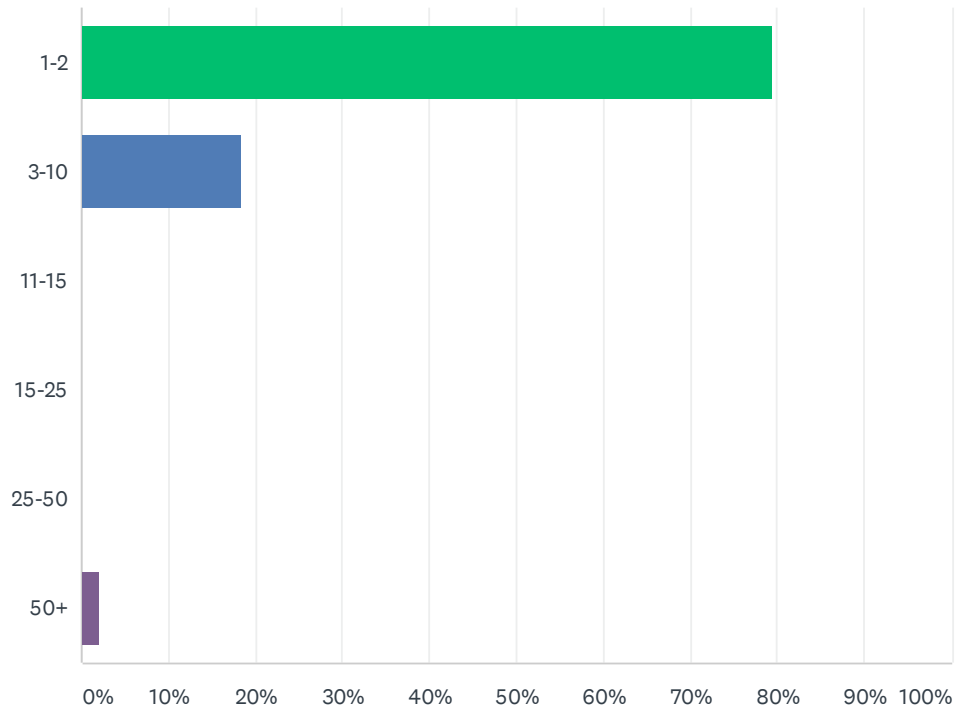
Answered: 55 Skipped: 2



ANSWER CHOICES	RESPONSES	
1-2	43.64%	24
3-10	29.09%	16
11-15	5.45%	3
16-25	9.09%	5
26-50	1.82%	1
50+	10.91%	6
TOTAL		55

Q6 How many part-time employees does your business employ?

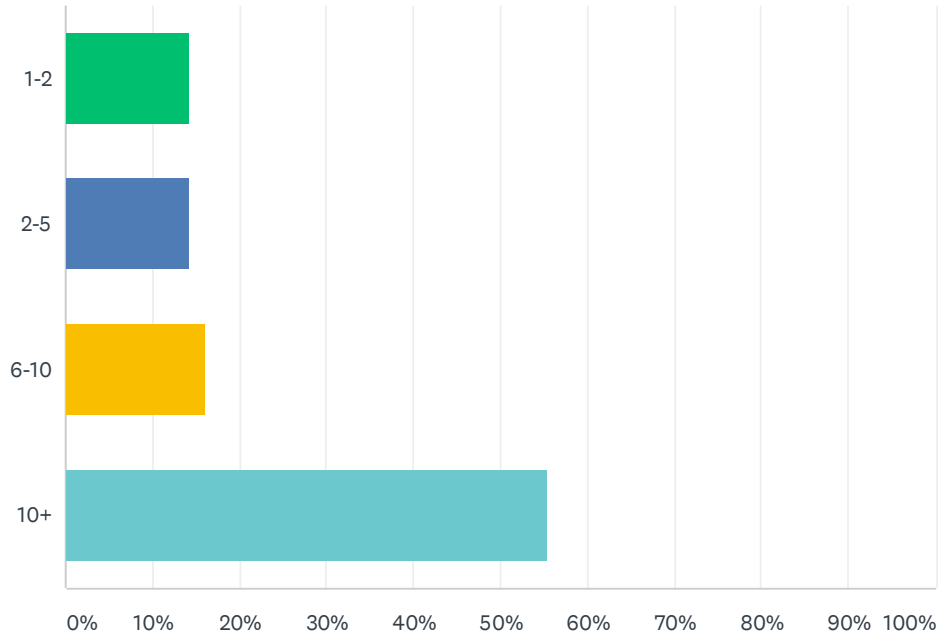
Answered: 49 Skipped: 8



ANSWER CHOICES	RESPONSES	
1-2	79.59%	39
3-10	18.37%	9
11-15	0.00%	0
15-25	0.00%	0
25-50	0.00%	0
50+	2.04%	1
TOTAL		49

Q7 How many years has your firm been in its current location?

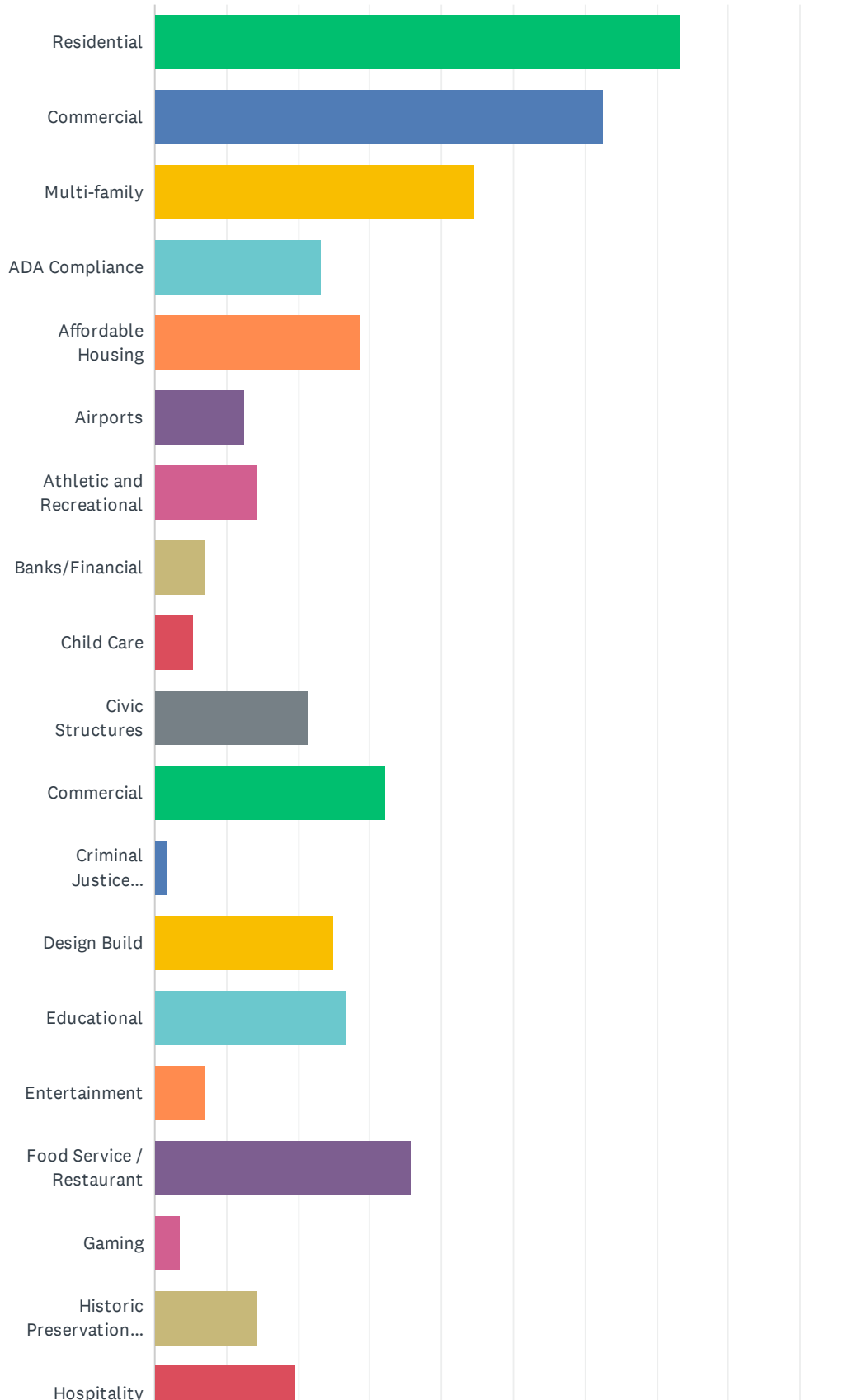
Answered: 56 Skipped: 1

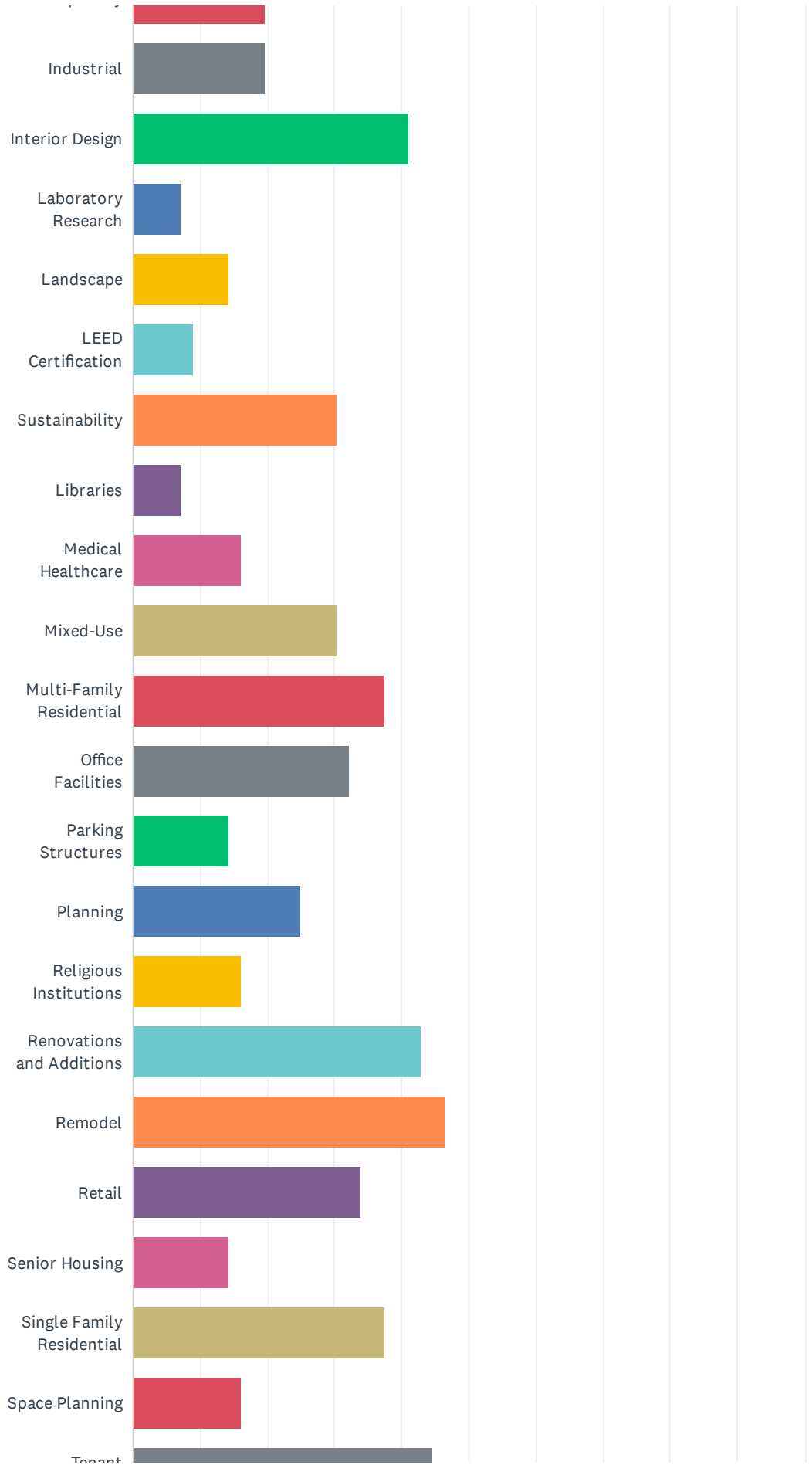


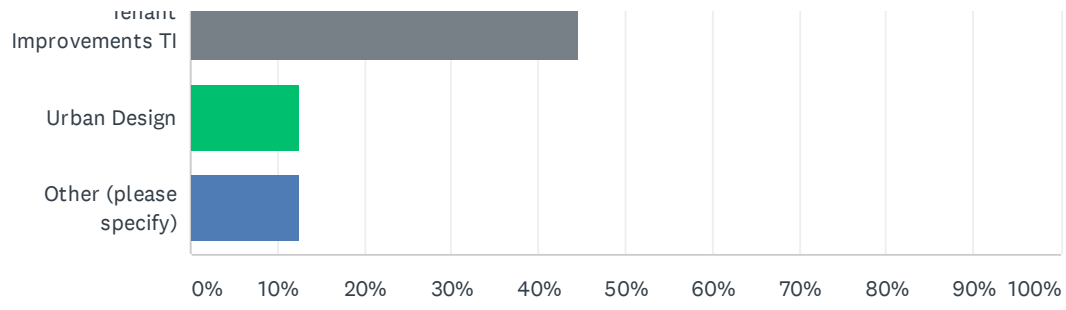
ANSWER CHOICES	RESPONSES	
1-2	14.29%	8
2-5	14.29%	8
6-10	16.07%	9
10+	55.36%	31
TOTAL		56

Q8 What areas of practice does your firm engage in? Select all that apply.

Answered: 56 Skipped: 1







ANSWER CHOICES	RESPONSES	
Residential	73.21%	41
Commercial	62.50%	35
Multi-family	44.64%	25
ADA Compliance	23.21%	13
Affordable Housing	28.57%	16
Airports	12.50%	7
Athletic and Recreational	14.29%	8
Banks/Financial	7.14%	4
Child Care	5.36%	3
Civic Structures	21.43%	12
Commercial	32.14%	18
Criminal Justice Correctional	1.79%	1
Design Build	25.00%	14
Educational	26.79%	15
Entertainment	7.14%	4
Food Service / Restaurant	35.71%	20
Gaming	3.57%	2
Historic Preservation Restoration	14.29%	8
Hospitality	19.64%	11
Industrial	19.64%	11
Interior Design	41.07%	23
Laboratory Research	7.14%	4
Landscape	14.29%	8
LEED Certification	8.93%	5
Sustainability	30.36%	17
Libraries	7.14%	4
Medical Healthcare	16.07%	9
Mixed-Use	30.36%	17
Multi-Family Residential	37.50%	21
Office Facilities	32.14%	18
Parking Structures	14.29%	8
Planning	25.00%	14

Religious Institutions	16.07%	9
Renovations and Additions	42.86%	24
Remodel	46.43%	26
Retail	33.93%	19
Senior Housing	14.29%	8
Single Family Residential	37.50%	21
Space Planning	16.07%	9
Tenant Improvements TI	44.64%	25
Urban Design	12.50%	7
Other (please specify)	12.50%	7
Total Respondents: 56		

#	OTHER (PLEASE SPECIFY)	DATE
1	design and construction software	3/21/2020 10:28 AM
2	Adaptive Reuse Small Developer Infill Housing ADUs	3/20/2020 5:58 PM
3	Research, other sustainable design and sustainability consulting	3/20/2020 1:54 PM
4	Construction Defects	3/20/2020 10:56 AM
5	All of the above including delay claims, construction defects and catastrophic losses.	3/20/2020 10:35 AM
6	LAW FIRM FOR DESIGN PROFESSIONALS	3/20/2020 9:32 AM
7	Agriculture / Farmworker Housing	3/17/2020 1:05 PM

Q9 Are there any mitigation measures you are taking to reduce the impact of Corona virus on your business (i.e. phone or online sales)? NOTE: Your answer may help other firms who may not have considered your unique approach.

Answered: 45 Skipped: 12

#	RESPONSES	DATE
1	the firm has employed WFH for everyone. We are not making any site visits at this time.	3/23/2020 2:26 PM
2	Remote work for all staff, weekly GoToMeeting office meeting, constant communication depending on project via phone, text, email or Microsoft Teams messenger, Construction Meetings on continuing/essential projects via GoToMeeting, ask contractors to provide photographic updates to minimize the need for staff to leave shelter in place for essential/continuing projects.	3/23/2020 11:36 AM
3	Online project education	3/22/2020 12:58 PM
4	virtual operations possible re-focus on designing virtual venues for businesses possible re-branding discussing retrenching measures with staff investigating government small business relief	3/21/2020 10:28 AM
5	Zoom/video meetings with clients.	3/20/2020 10:42 PM
6	Increased calls with clients and staff Zoom Meetings Increasing online marketing presence	3/20/2020 5:58 PM
7	Reaching out to current and prospective clients, reassuring people, coordinating with staff, marketing, looking at consulting we can do during the shutdown, calling all my contractors to figure out what they can do, etc.	3/20/2020 5:43 PM
8	zoom client meetings with screen share	3/20/2020 5:33 PM
9	Looking for opportunities to sell my photography as artwork and opportunities to license use of existing photos, gearing up my marketing and sales to prepare for when I can get back to work.	3/20/2020 4:25 PM
10	My business was largely web-conferencing and independent internet-based, but I have now moved remaining in-person meetings to online Zoom, phone or other web-conferencing platforms.	3/20/2020 1:54 PM
11	Reducing expenses will happen by itself: cannot drive to meet clients	3/20/2020 1:38 PM
12	Business as usual but everyone is remote. We are using Teams as a main communication tool — messaging and video chats with project teams.	3/20/2020 1:32 PM
13	Expanded use of online banking. More of a health than business issue.	3/20/2020 1:24 PM
14	I've been using online and phone contact but, everyone seems to be consumed by the "Crisis", without time for anything else...	3/20/2020 1:07 PM
15	Set up all staff to work remotely. Staying in contact with clients and letting them know that we are still working on their projects. Staying in communication with local building and planning officials as the situation is fluid.	3/20/2020 10:47 AM
16	Other than safe practices, no mitigation measures since we don't sell things, we only provide consulting services.	3/20/2020 10:35 AM
17	Hampered. State is on lockdown	3/20/2020 10:15 AM
18	Moved computer equipment home to continue work as much as possible.	3/20/2020 9:51 AM
19	All meeting are held through zoom. Work done remotely	3/20/2020 9:46 AM
20	Emailing clients to let them know we're operational and can keep their projects moving ahead.	3/20/2020 9:35 AM
21	Remote, work-from-home as much as possible.	3/20/2020 9:32 AM
22	Staff is provided with necessary resources to work from home. Some staff will be furloughed.	3/20/2020 9:23 AM
23	ramp up online ads; look up soft story delinquent properties; encourage staff to learn new materials and tools; reach out to lenders to partner with	3/19/2020 5:21 PM
24	who wrote this survey? it is not relevant to the practice of architecture.	3/19/2020 8:43 AM
25	As with any small business I am looking at this in the light of what are our opportunities and what are our constraints. What can we do to keep things moving forward.	3/18/2020 11:06 AM
26	Just working as a sole practitioner from home.	3/18/2020 9:40 AM
27	Work from home. Careful sanitation. Shut down job sites	3/18/2020 9:25 AM

28	Psalms 91	3/17/2020 9:41 PM
29	Online meetings. Mailing prints.	3/17/2020 8:45 PM
30	limit person to person meetings	3/17/2020 8:07 PM
31	Not yet but will spend more time on social media platforms.	3/17/2020 6:47 PM
32	I am attempting to work from home as much as possible- of course site visits for older clients wishing to add an ADU to their home for retirement income is not possible and most likely building department and planning department not fully open for business making progress and therefore Billings on projects hard.	3/17/2020 4:15 PM
33	No	3/17/2020 3:37 PM
34	Full remote work implementation. Essential employees only go into the office to collect mail, write and receive checks.	3/17/2020 2:06 PM
35	Remote login from home to office servers	3/17/2020 1:52 PM
36	Half of our offices are work from home (mandatory) and the other half are work from home optional, subject to change based on local authorities.	3/17/2020 1:37 PM
37	Virtual meetings.	3/17/2020 1:36 PM
38	Handling as few physical documents as possible, flexible working schedule for use of limited internet bandwidth, call forwarding to home landlines, aggressive hand washing policy, use of a suite-only entry rather than one that services entire building, not using the elevator, keeping doors propped open so handles don't need to be touched.	3/17/2020 1:23 PM
39	working remotely until 4/7	3/17/2020 1:21 PM
40	conference calls	3/17/2020 1:19 PM
41	video chats	3/17/2020 1:11 PM
42	Trying to keep our staff productive while they shelter-in-place by doubling the frequency of our whole-office meetings and scheduling check-ins for each project.	3/17/2020 1:05 PM
43	see above; contacting all clients ASAP to provide reassurance about continuity measures and confirm ongoing project work.	3/17/2020 1:05 PM
44	Working from separate homes outside of the office Zoom conference calls w/ clients / contractors	3/17/2020 12:58 PM
45	We are working from home using all online tools available.	3/17/2020 12:56 PM

Q10 Are there any questions you or your firm need help answering?
NOTE: The AIA is committed to helping support its members in any way possible both State and National offices are eager to hear from you.

Answered: 33 Skipped: 24

#	RESPONSES	DATE
1	How will the government stimulus/funding packages being voted on actually be made available to the small businesses around the country, including small architectural firms??	3/23/2020 2:26 PM
2	Clarify financial and other resources available to small business. Clarify unemployment benefits available to staff that we may need to consider laying off (we are trying to keep everyone on as the picture becomes more clear), and the impact on our business (some uncertainty on whether certain resources will only be available to companies that are able to keep everyone on, etc.).	3/23/2020 11:36 AM
3	stats (even anecdotal) on projects stopped, projects delayed, new projects opened to address coronavirus such as emergency housing and healthcare facilities, how to access emergency funding	3/21/2020 10:28 AM
4	What are the best methods for managing a remote office & staff?	3/20/2020 5:58 PM
5	The AIA could help keep us informed about what is allowed, what is available. For example, I looked on the AIA website to see if I could find the wording of Newsom's order, after I couldn't find it anywhere else, to know if we are allowed to keep construction projects open; I then spent half the day searching and talking to other confused architects and contractors and City+County officials to know what to do so I could tell my clients. If the AIA could be a central source of this sort of information as it unfolds, that would be super-helpful.	3/20/2020 5:43 PM
6	Contract and insurance best practices for projects on hold or in Force Majeure situations.	3/20/2020 5:33 PM
7	Unsure at this time	3/20/2020 1:54 PM
8	Are residential GCs exempt from the stay at home order? I do not think so, as oftentimes they are not essential. Repair people may be working, but I know of some GCs who are keeping their carpenters at home.	3/20/2020 1:38 PM
9	How can we help as architects to prepare hospitals or schools to handle an influx of patients?	3/20/2020 1:32 PM
10	No.	3/20/2020 1:24 PM
11	Do the Sole Practitioners, self employed and other small businesses really need to be so deeply restricted??? Can't there be some guidelines that allow us to conduct our business with "The Best Possible Practices"?	3/20/2020 1:07 PM
12	It has been suggested that lenders postpone mortgage and small business loan payments for a few months on both residential and commercial loans and add payments to end of existing loans (extending loans by a few months) this would be helpful to homeowners, renters (who's landlords could temporarily suspend rent payments) and small businesses.	3/20/2020 10:47 AM
13	Can AIA contribute in any way to our professional area of expertise. In other words can AIA provide a forum for support of the construction defect industry.	3/20/2020 10:35 AM
14	Amnesty for 2020 dues? Opportunities to provide volunteer assistance?	3/20/2020 9:51 AM
15	Is residential construction allowed to continue? Will cites provide inspections and permitting for residential projects? How can we get immediate financial relief?	3/20/2020 9:46 AM
16	As a small firm, it's hard to figure out where our responsibilities to our employees end and where Federal or other support can take over. We made a huge mistake after the last financial crisis of holding on to employees too long after work slowed down, hopeful that it would pick up...allowing too much damage to the business overall.	3/20/2020 9:35 AM
17	Happy to provide legal help to any questions AIA members have.	3/20/2020 9:32 AM
18	i think many firms will inevitably lay staff off, maybe AIA can set up an online furlough list for available people, and make the resume bank more visible How can AIA help small firms to get more exposure that is not in competition w/ large ones who have more resources?	3/19/2020 5:21 PM
19	please spell check before you publish! the word is spelled furlough!	3/19/2020 8:43 AM
20	While the AIA physical office is closed for a period of time there is still a need to communicate across the membership and provide membership with services. Perhaps the AIA local chapter can assist with remote training or identify links for members to such tools as video conferencing, share ware, webinars etc.	3/18/2020 11:06 AM
21	No.	3/18/2020 9:40 AM

22	nope	3/17/2020 9:41 PM
23	Will it be a hassle to apply for SBA financing / loan to simply provide a financial runway / safety net?	3/17/2020 8:45 PM
24	Any economic relief for small businesses besides loans.	3/17/2020 6:47 PM
25	No	3/17/2020 3:37 PM
26	Would like more information on how construction workers could keep working. They usually drive themselves and work either outside or not in tight crowded spaces. It is important to keep industry going as much as possible.	3/17/2020 2:06 PM
27	Are there any government programs to pay employee wages now that workload has decreased and staff has to stay home and care for children? We are at risk of losing employees (and then the business) because we can't afford to pay them when they aren't working.	3/17/2020 1:52 PM
28	Not on my case, but does AIA have any suggestions to dealing with paying for employees when there is no work flow?	3/17/2020 1:36 PM
29	no	3/17/2020 1:11 PM
30	Not at the moment but good to know and if we think of anything we'll shoot a note to Mike.	3/17/2020 1:05 PM
31	TBD	3/17/2020 1:05 PM
32	Sorting things out. Anticipating coming up with a 2mo plan and building a budget of what can be sustained for payroll, benefits, lease, and well being of employees.	3/17/2020 1:02 PM
33	Not at this time	3/17/2020 12:58 PM

Q11 Please suggest any solutions or assistance that would help your organization navigate this challenging time:

Answered: 32 Skipped: 25

#	RESPONSES	DATE
1	A way to share local ideas/best practices that firms are developing and deploying.	3/23/2020 11:36 AM
2	The town hall forum is a great idea AIA chapter-sponsored virtual events	3/21/2020 10:28 AM
3	We believe that housing is an essential service and government should recognize this, allowing us to continue work on our residential projects.	3/20/2020 5:58 PM
4	Information. Clarity about what we are allowed to do as essential business, how to get contractors the info they need to keep functioning.	3/20/2020 5:43 PM
5	Contract and insurance. Small business loans.	3/20/2020 5:33 PM
6	Not sure what AIA is thinking about, but one thing to think about is offering relief, especially to independent sole practitioners (who may not qualify even for unemployment!) and small firm practices of 1-5. Here are some thoughts: a. Reduce or waive National AIA dues for the next year for any continuing members b. Organize/leverage group rate/services (or use our recently paid AIA dues to pay for these services for the remainder of the membership term/year) for online business and home business WIFI platforms like: Comcast/Xfinity XI, Webex, Zoom, Survey Monkey or Zeetings, etc. c. Reach out to partner with tech firms like Google, Microsoft, IT Security, and Autocase, (or really large firms like Gensler, HOK, SOM to contribute?) to develop AIA -trusted IT services that could provide "IT services" to small practitioners and telecommuters that DID NOT have access to their [large] FIRMS' IT department, that need IT services for troubleshooting, security, cloud storage, etc. and are more dependent than ever on IT.	3/20/2020 1:54 PM
7	We need clear answers as to whether residential and small commercial project could continue and how.	3/20/2020 1:38 PM
8	?	3/20/2020 1:32 PM
9	See above but, just in case here it is again; Do the Sole Practitioners, self employed and other small businesses really need to be so deeply restricted??? Can't there be some guidelines that allow us to conduct our business with "The Best Possible Practices"?	3/20/2020 1:07 PM
10	Competent Leadership at the federal level . . .	3/20/2020 10:47 AM
11	AIA could represent our profession at the federal level to secure compensation for firms who are left short as a result of the shutdown.	3/20/2020 10:35 AM
12	Small business temporary/contingency plans needed..	3/20/2020 10:15 AM
13	We should be helping our government solve the crisis instead we have been sidelined. Can we mobilize to create shelters, assist with setting up remote work facilities. Construction usually does not require close contact, why can't all projects continue?	3/20/2020 9:46 AM
14	Pooling resources so that firms that are busy and maybe need help due to employees spending time taking care of kids, etc. can use the available employees that other firms may have due to a work slow-down.	3/20/2020 9:35 AM
15	Grants are needed for small businesses.	3/20/2020 9:32 AM
16	need more capital	3/19/2020 5:21 PM
17	Loosening of software license requirements so workers can download software on home computers.	3/19/2020 8:43 AM
18	See 10 above.	3/18/2020 11:06 AM
19	No suggestions.	3/18/2020 9:40 AM
20	Emergency loans from banks to help sustain the business and employees until work can resume	3/18/2020 9:25 AM
21	Share experience with Small Business Assn. loans. Share experience in messaging to clients to keep contracts in lieu of folks suspending their projects.	3/17/2020 8:45 PM
22	Stay positive.	3/17/2020 6:47 PM
23	Local communities reduce or remove all delaying procedures required for review and approval	3/17/2020 3:37 PM

24	Are public plan review agencies shuttered, such as OSHPD (for hospitals) or DSA (for schools). Or city review agencies.	3/17/2020 2:06 PM
25	Government payment of partial salaries for staff	3/17/2020 1:52 PM
26	The availability of low-cost IT consulting for troubleshooting remote workstations, advice on the best hard/software and services, reduced/preferential pricing on software subscriptions and internet.	3/17/2020 1:23 PM
27	That The Bath and Beyond is still open, remotely	3/17/2020 1:21 PM
28	na	3/17/2020 1:11 PM
29	n/a	3/17/2020 1:05 PM
30	TBD	3/17/2020 1:05 PM
31	None at the moment	3/17/2020 12:58 PM
32	How do we help all adopt good habits for working together remotely?	3/17/2020 12:56 PM