



Equipment Dealers

A S S O C I A T I O N

COVID-19 Follow-Up Survey Report

This survey was a follow up to EDA's first COVID-19 survey completed in April. Data for this report was collected in June from agriculture and outdoor power equipment dealers in the United States and Canada. Data was collected in conjunction with EDA's affiliate members: Far West, Midwest-Southeastern and United Equipment Dealers Associations.

The purpose of the survey was to assess the impact of COVID-19 on dealership operations after a few months of significant changes to the business climate across North America. EDA hoped to capture what the "new normal" is for equipment dealers.

Survey Highlights:

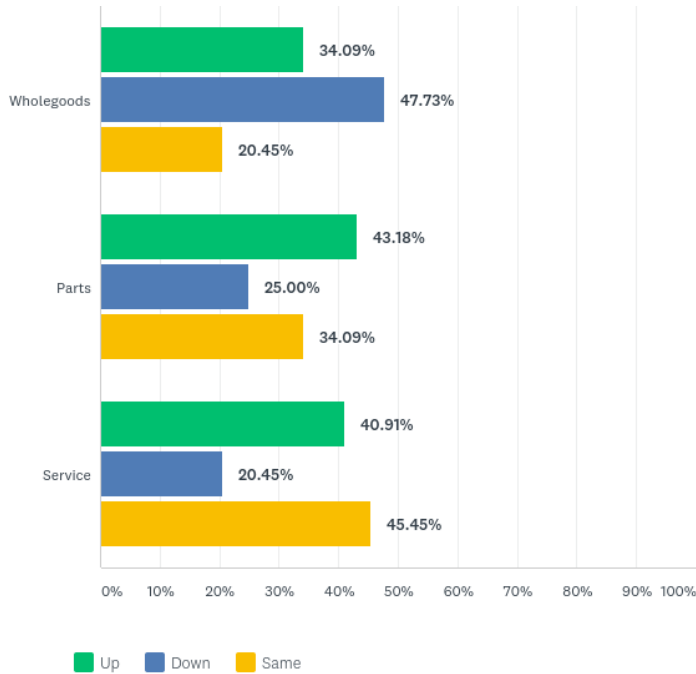
- More than 90% of respondents reported that they did NOT have to lay off or furlough any employees.
- Respondents were split 50/50 when asked if they planned to continue with operational changes made as a result of COVID-19.
- Whole goods sales declined for many equipment dealers, but the majority reported parts and service sales improved or remained the same.



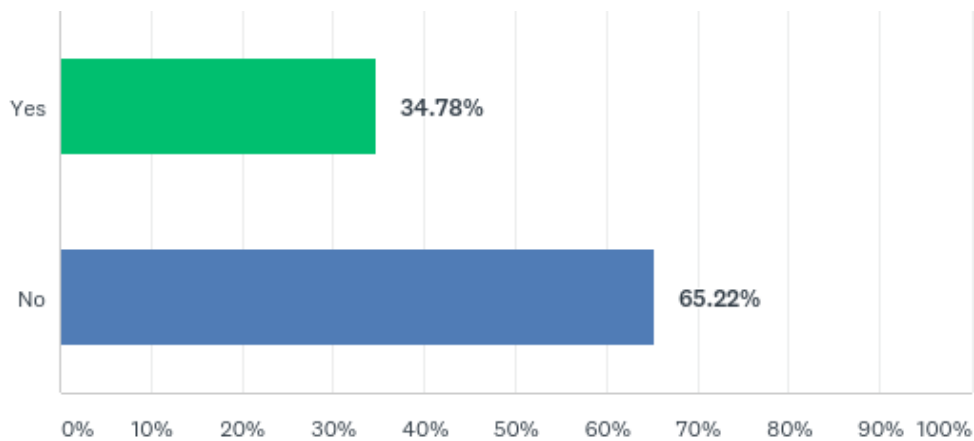


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As a result of the Coronavirus pandemic, how have your sales been impacted compared to this time last year?



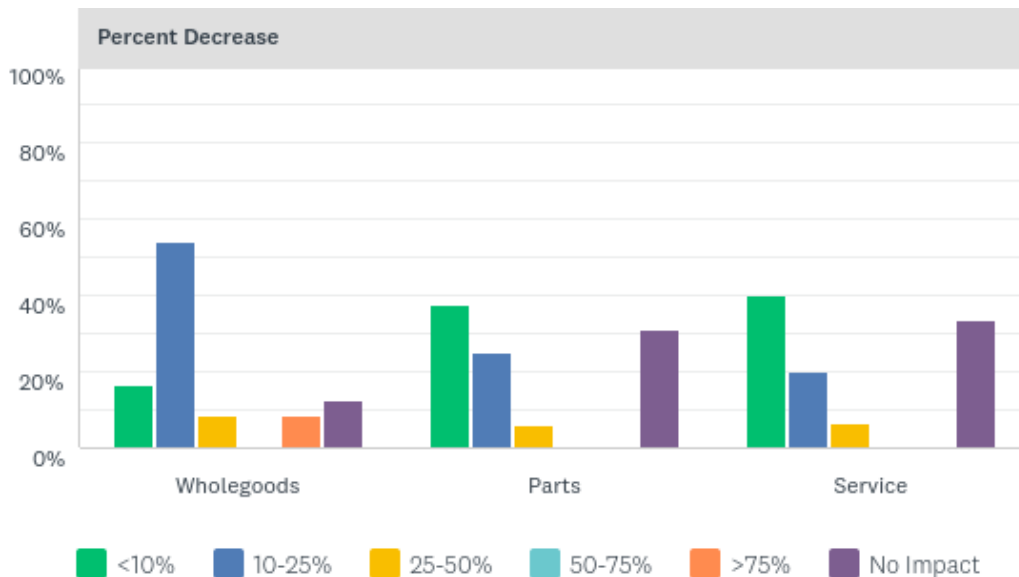
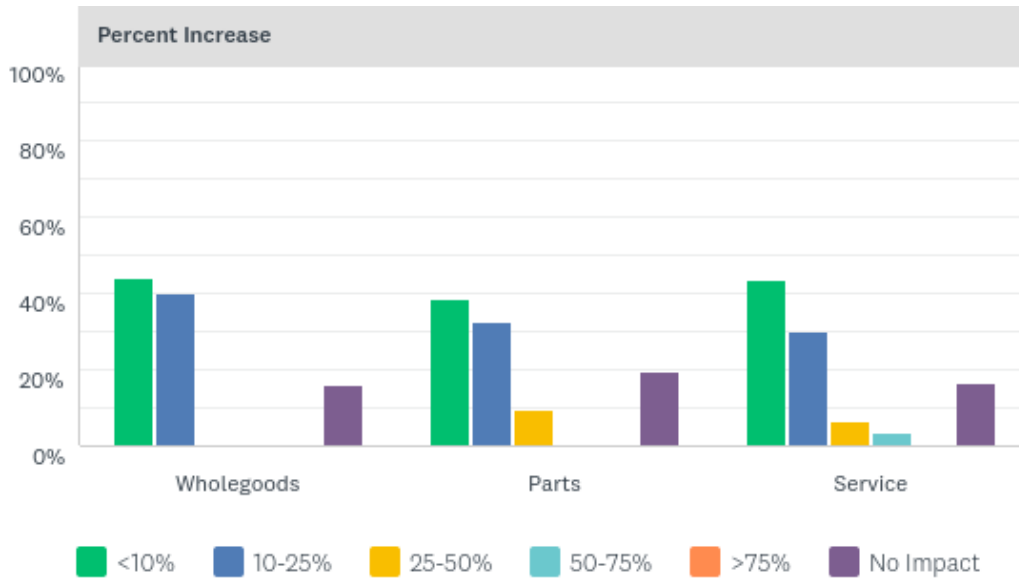
Have you had to adjust operating expenses?





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By roughly what percentage have your sales been impacted compared to last year?

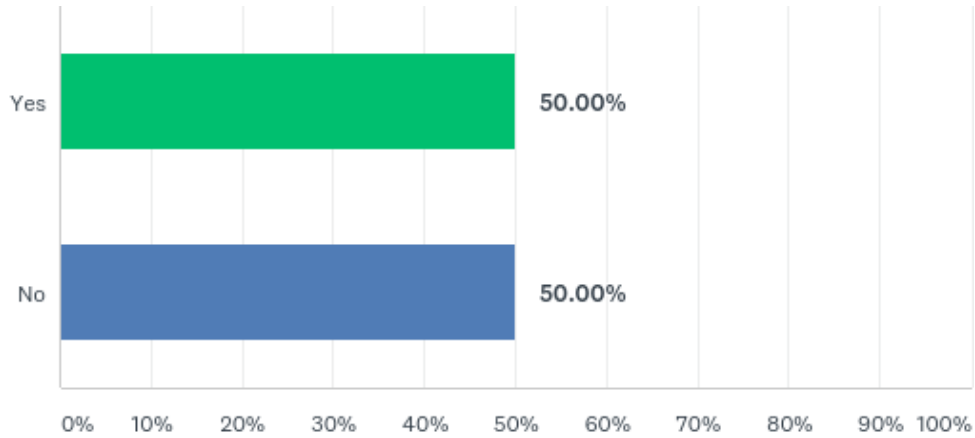




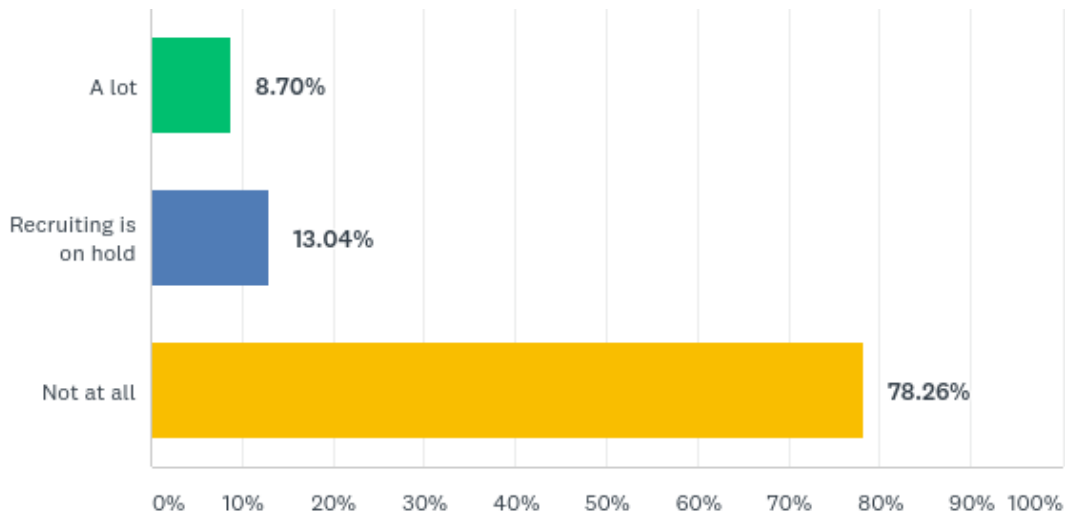
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Will you be continuing any operation initiatives implemented as a result of Covid-19 as a regular business practice going forward?



How has the situation affected employee recruitment and retention?

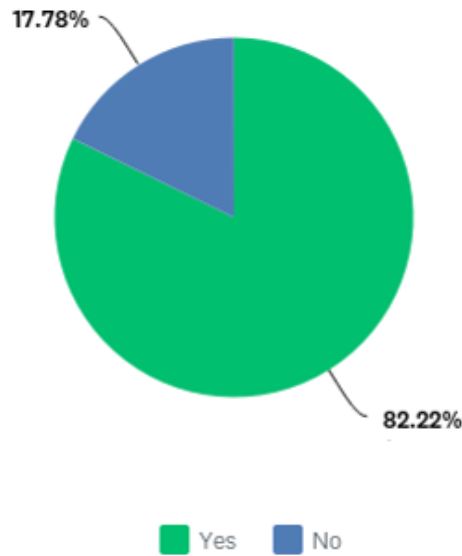




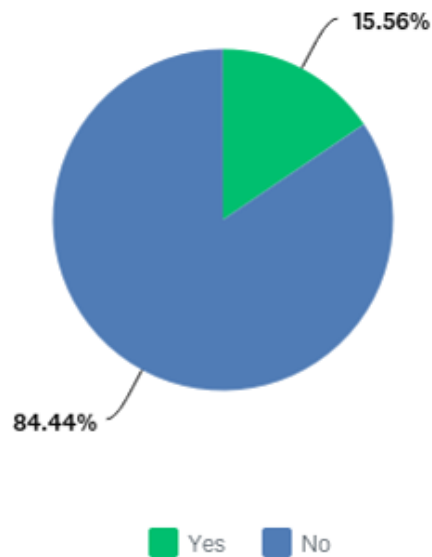
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Has your dealership sought and received funding from PPP or other loan/relief programs?



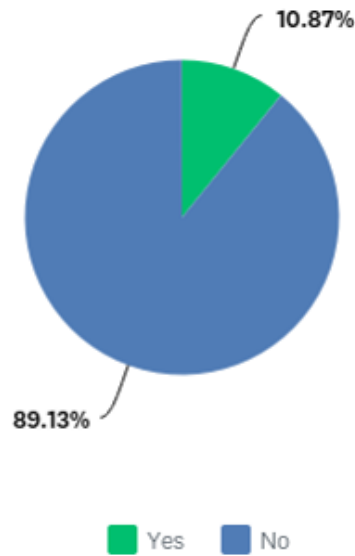
Are you requiring that employees wear masks or other PPE at work?



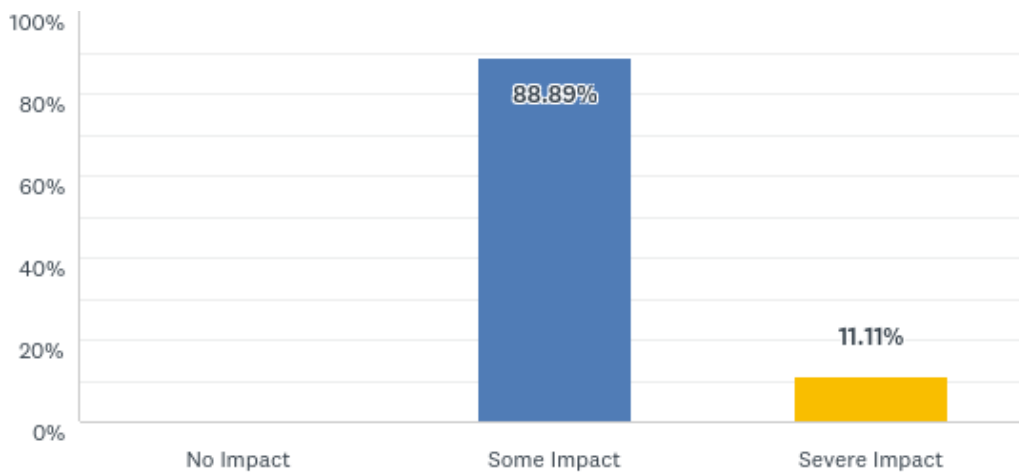


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Is your dealership experiencing shortages of PPE for essential workers at your locations?



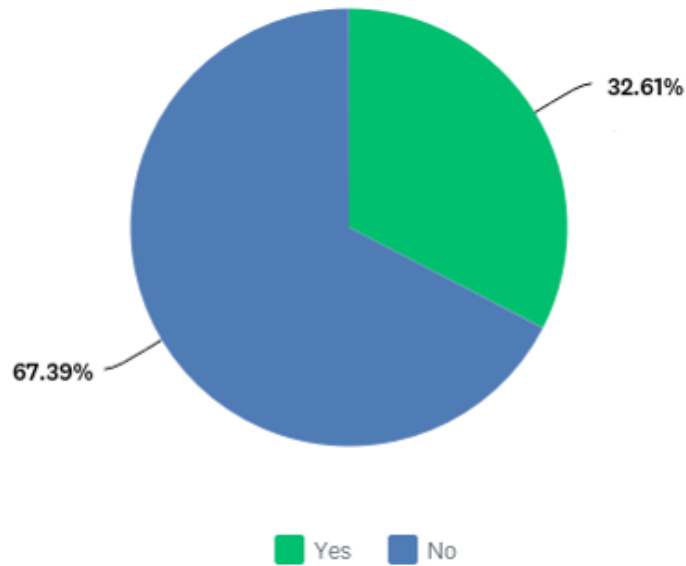
What supply chain impacts are you experiencing?



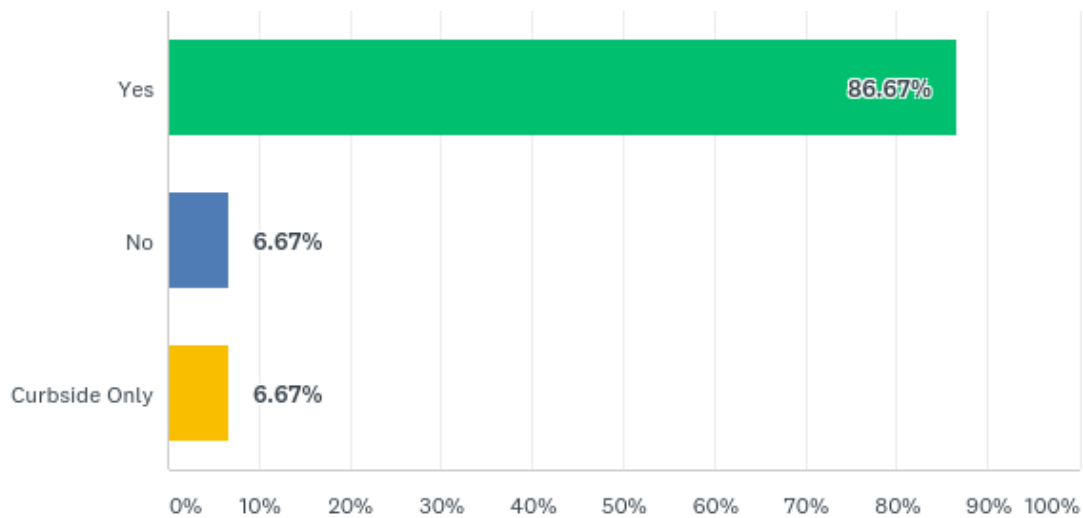


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Did you ever close your building to the public?



If you did close your building to the public, have you reopened?

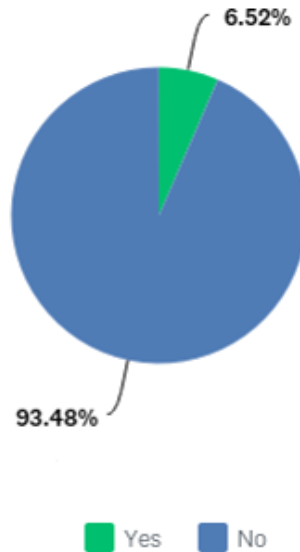




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Have you had any employees test positive for COVID-19?



Have you had to lay off or furlough any employees?

